A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

Quarterly World Market Data

NOV 12 1962

October 29, 1962

PERIODICAL READING ROOM

Business Bulletins *from around the world*

ARGENTINA—Minister of Economy to impose progressive tax on unproductive lands—the less produced the higher the tax.

Motor vehicle production totaled 89,382 units in first 8 months 1962 as against 84,606 units in corresponding period 1961.

AUSTRALIA—Exports to Asia in financial year ended June 30, 1962 valued at more than $806 million, slightly more than one-third of total exports for year. Japan, biggest customer, bought almost $420 million. Movement of Australian goods to Asia has increased sharply from 23% of total 5 years ago.

BELGIUM-LUXEMBOURG—U.S. increases share of BLEU (Belgium-Luxembourg Economic Union) import market, taking 10.6% ($38 million) of $359 million January-July 1962 total, compared with 7.2% for like period 1961. Machinery and electrical apparatus, transportation equipment, and vegetable products sparked gain, while textile sales declined.

BENELUX—Substantial hike in import quotas for many Japanese articles agreed to by Benelux—increases averaging 10% for 1962. Quotas for Japanese gloves and linen clothing abolished. Japan to consider changing certain import regulations affecting Benelux products.

FINLAND—Scandinavia's largest trade fair this year was first Finnish International Fair, held in Helsinki September 21-30. In first 5 days over 100,000 visitors came.

FRANCE—French and Italian Governments considering constructing tunnel through Mt. Frejus to connect French town of Modane with Italian town of Bordonecchia, providing all-weather highway link between industrial complexes of Lyon in Rhone Valley and Turino in Po Valley. Italian private firm proposes to raise $19 million to capitalize project. French company was incorporated June 1962 to support it.

GERMANY—E. I. DuPont of U.S. recently acquired 100% ownership in West German firm Adox Fotowerke Dr. C. Schleussner AG., Frankfurt/Main. Adox is one Germany's largest photographic-materials producers with distribution network encompassing nearly all Europe. Corporate name to be maintained.

INDIA—Air India operating daily Boeing 707 jet service between Bombay and Delhi.

Government retroactively raises retention price of saleable steel (price paid to producers) for Apr. 1, 1960-Mar. 31, 1962 to $110 per metric ton from provisional price of $107 set in 1961. New price schedule applies provisionally to period after Apr. 1, 1962. Controlled prices for sale of steel to public not to be raised, however.

ITALY—Montecatini obtains $26 million loan to finance expansion of polypropylene plant at Neal, West Virginia, in operation since October 1961 by Montecatini's subsidiary Novamont Corp.

Standard Oil, Indiana, licenses Turin chemical company, Rumianca, to produce high-density polyethylene plastics with Indiana Standard's thermo-plastic process—first such license in any EEC member country. Rumianca's petro-chemical plant now under construction in Cagliari, Sardinia, to be completed in 1964 as one of 6 new Rumianca plants there.

JAPAN—Preliminary August figures show exports at $423.1 million and imports at $440.4 million, decreases of $13.2 million and $20.3 million, respectively, from previous month's revised figures.

NETHERLANDS — New completed housing units decline to 35,000 in first half 1962, 3,000 below like period 1961, as labor shortage is felt.

Royal Netherlands Blast Furnaces and Steel Works (Hoogovens) reports less than 1% first-half decline in overall production. Second-quarter figures show drop in pig production but increase in crude steel output as total sales and profits rise.

2.5 million guilder ($690,000) general laboratory for nuclear research to be built for Netherlands Reactor Center at Petten, complementing laboratory for study of highly radioactive materials (scheduled for early 1963 completion).

Bumper rye and barley crops expected, but production may be 9 and 12%, respectively, below 1961 totals.

Amercoat Corporation of California and Chamotte Unie, N.V., of Geldermalsen establish joint corporation in Netherlands, Amercoat Europe, N.V., to produce fire-resisting products and provide consulting services on corrosion protection.

NIGERIA—Dunlop Nigerian Industries, Ltd., announces public stock sale of 200,000 $2.80 shares. Company building factory in Western Nigeria for production of automobile, truck and bicycle tires. Other financing to be provided by Dunlop and various Government shareholders.

$600,000 dairy planned by Foremost Dairies, American firm. Nigerian and American capital to be included in project.

UNITED KINGDOM—British affiliate of Safeway Stores, Inc., acquires two-thirds interest in U.K. supermarket subsidiaries of John Gardner, London, Ltd. Transaction, estimated to involve $3.1 million, covers 11 stores in London area as well as distribution warehouses and facilities. Deal with Gardner represents Safeway's first major attempt to break into rapidly growing U.K. supermarket field.

Union Carbide Corp. of U.S. and Distillers Co., Ltd., of Britain to bring into joint ownership many of their U.K. plastics interests. Union Carbide, Ltd., U.K. affiliate of U.S. company, to transfer interests outside plastics field to another subsidiary. Distillers then to acquire 50% ownership of Union Carbide, Ltd., transferring to it certain aspects of Distillers plastics production. Market sources indicate proposed grouping would result in largest vertically integrated plastics business in Britain. Companies stated that development of Common Market indicated growing need for integration of production.

DEPOSITED BY THE
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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $21.85 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

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About the cover

Secretary of Commerce Hodges greets Kyoichi Suzuki, President of the Nagoya Chamber of Commerce and leader of a Japanese economic mission which recently toured the United States. The mission met with Commerce officials to discuss various trade matters of mutual interest to the United States and Japan. Earlier the same day Assistant Secretary Behrman addressed the mission at a luncheon meeting sponsored by the U.S.-Japan Trade Council.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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U.S. automation trade team arrives in Italy November 10

Will present 600 specific trade proposals to Italian businessmen during 36-day visit covering 6 cities

A 6-man U.S. Industrial and Automation Mission will make an on-the-spot sales campaign for American products in Italy from November 10 to December 15.

ROY F. GOOTENBERG

The Commerce Department's Bureau of International Business Operations announced that Mission members, all specialists in machinery and machine tools, will present Italian businessmen with some 600 specific trade proposals from the American business community.

Members

The businessmen and their specialty are: Eugene M. Grabbe, senior staff consultant on automation, Thompson Ramo Wooldridge, Inc., International Division, Canoga Park, Calif., (automated process); Miklos M. Sperling, chairman of the board, Merz-Chambers Corp., Indianapolis, Ind., (instrumentation); Henry W. Armstrong, president, University Engineering Co., Short Beach, Conn., (metal working); John M. Wallace, manager, Sales Division, Wortham Textile Mills Corp., Wortham Bag Corp., New York City, (packaging); Ray C. Ellis, consultant and former vice president, Raytheon Co., Lexington, Mass., (electronics); and F. Dean Burnett, consultant, Leeds & Northrop, Monterey Park, Calif., (air conditioning).

Officers

Head of the industrial and automation trade mission will be Roy F. Gootenberg, Director of the Trade Missions Program, Office of Trade Promotions, Bureau of International Business Operations.

Mario Molinari, a communications specialist with the Communications Industry Division of the Commerce Department's Business and Defense Services Administration, will be the mission's trade development officer.

During their 36-day stay in Italy, trade mission members will contact businessmen in Rome, Florence, Bologna, Milan, Turin and Genoa.

To prepare themselves for the selling tour in Italy, mission members completed a 4-day orientation seminar on international trade conducted by trade experts in the Department of Commerce and other Governmental agencies.

Targets

While the Trade Mission will concentrate its selling efforts in automated processes, the newest techniques in instrumentation, packaging and air-conditioning machinery, it will also consider sales opportunities for other American products in Italy.

After its return to the U.S., the mission will issue a detailed report of its findings, and hold conferences in key cities for the benefit of businessmen interested in initiating or expanding commercial relations in Italy.

Market for frozen fish products good in France

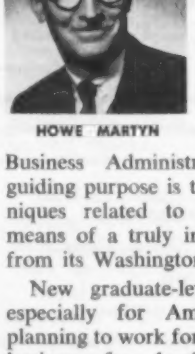
The market for frozen fish products in France is expected to increase soon, according to the U.S. Embassy in Paris.

The Embassy states that the consumption of fish in France "is likely to increase in the near future" and that frozen fish products will take "an important part" of the market.

In connection with this, the Embassy reported that a recent French press article said no U.S. firm participated in the recent International Fisheries Biennial in the Port of Lorient and it is hoped that U.S. firms would be more interested in the next event. Dates have not yet been announced.

American University establishes Center for International Business

A Center for International Business, offering courses leading to Bachelor's, Master's and Ph.D. degrees, has been established at American University in Washington, D.C., open to degree and non-degree candidates at both day and evening sessions.



HOWE MARTYN

Under Howe Martyn, professor of international business in the School of Business Administration, the Center's guiding purpose is to get American techniques related to foreign markets by means of a truly international approach from its Washington vantage-point.

New graduate-level courses—tailored especially for Americans working or planning to work for firms in international business, for closely associated government or international agencies, and for foreigners developing business operations for firms in their own countries—include International Marketing Operations, World Business Conditions: Problems and Opportunities, The Multi-National Firm, and Seminar in International Business. Existing courses in Introduction to International Business, and Exporting-Importing Procedures, have been incorporated into the program.

Diverse backgrounds

The Center's faculty is described as representing a diversity of backgrounds, with experience at many government and business levels in many countries. Teaching materials are drawn from experiences of large and small companies operating in various parts of the world.

Professor Martyn will be a participant on November 1 in the month-long (October 15-November 9) U.S. Department of Commerce Seminar on International Trade Expansion, speaking on a key theme in the American University Center's program—"The Multi-National Corporation and U.S. Trade."

For the catalog, session bulletins and other Center information, write or call the Office of Admissions, American University, Washington 16, D.C., WOodley 6-6803.

World market report

Changes in imports, foreign exchange reserves of 38 countries shown

The most recent available world-wide marketing information now presented in concise form will be a quarterly feature of International Commerce starting with this issue. It will appear in January, April, July and October issues hereafter.

The tables on the following pages reflect changes that have occurred recently in other countries' imports and foreign exchange reserves.

From this basic information the international businessman may assess the potential of international markets for U.S. products.

The table starting on the next page includes the latest available data on imports and foreign exchange holdings for 38 of the leading markets of the world. It permits the reader readily to compare (1) changes in the value of each country's imports so far this year from the world and from the United States, (2) percentage changes in imports from the United States in the most recent twelve-month period, and (3) gold and foreign exchange holdings at the end of the second quarter this year and a year earlier. It is planned that these data be updated and published quarterly.

Imports into the 38 countries listed account for a lion's share of total free-world imports. The aggregate value of these imports of $92.7 billion in 1961 constituted 86 percent of total purchases of foreign countries. From the cumulative data presented for 1962, it is noted that so far this year total imports of major industrial countries have increased. The imports of a number of the developing countries, including Australia, New Zealand, Indonesia, Nigeria, the Philippines and South Africa, on the other hand, have fallen in varying degrees.

It is interesting, though coincidental, that the importance of the group of listed countries as markets for U.S. products is identical to their importance as markets for world trade. Last year 86 percent of the total value of U.S. exports (excluding special category) was accounted for by shipments to the 38 countries shown.

Imports from U.S. up

In the most recent twelve-month period the value of imports from the United States into a majority of the countries increased. The largest gains—exceeding 60 percent—were recorded for imports into Algeria and Yugoslavia. Increases of more than one-third were registered in Spanish and Egyptian imports from the United States. Rises in shipments of aid-financed grain were a factor in the case of Yugoslavia, U.A.R., and Spain. A liberalized import policy and an increase in commercial shipments of grain also boosted the latter's purchases. Rising values for shipments to some principal U.S. markets abroad, notably those to the Federal Republic of Germany, Canada, Japan, Italy, and Belgium-Luxembourg, were encouraging in the light of our national export expansion objectives.

Reductions in imports from the United States in the most recent twelve-month period were not only less numerous than increases, but their extent generally was not severe. They amounted to as much as one-third only in the case of India, which reported a substantial decline in arrivals of grain shipped under the U.S. foreign aid program. Ireland and Greece curtailed their imports from this country by approximately one-fourth. Reductions of one-fifth in imports from the United States by South Africa and Australia paralleled a declining trend in these countries' total imports.

Increased reserves

A comparison of the international liquidity position of the 38 countries shown in the table indicates increased reserves for the majority from mid-1961 to mid-1962. A direct and definite link between changes in a nation's international liquidity position and changes in its imports from the United States for the same period cannot be established. However, an increase in gold and foreign exchange holdings tends to reduce pressures for official import restrictions and also to render some purchases abroad more attractive because of internal credit expansion and price rises which such an increase encourages. On the other hand, countries experiencing a large-scale and sustained decline in holdings of gold and monetary reserves might tend to be less buoyant markets for certain U.S. products, either because of resulting governmental policies or because of lower domestic prices and reduced spendable funds in the hands of buyers which might be brought about by internal credit contraction.

Various factors involved

Thus, no conclusion should be drawn from reported changes in gold and foreign exchange holdings without giving recognition to the fact that gains or losses are not determined by merchandise imports alone, but also by such factors as changes in export earnings, capital movements (including transactions with international financial institutions), travel, services and other invisible international transactions, public confidence, and government economic policy. Larger exports, lower imports, and an increase in the production of newly mined gold contributed to a 165 percent advance in the reserves of the Republic of South Africa. A two-thirds loss of Argentine gold and foreign exchange reflected the use of reserves in attempts to stabilize the peso and a sharp deterioration of the country's merchandise trade balance in the second half of 1961.

President suggests special GATT meeting in 1963

In one of the first moves to implement the authority granted to him by the new Trade Act, President Kennedy has suggested an early 1963 ministerial meeting of the contracting parties to the General Agreement on Tariffs and Trade.

Answering a letter from Canadian Prime Minister Diefenbaker which concerned itself primarily with U.S.-Canadian trade, Mr. Kennedy proposed that the 2 nations "join forces" in enlisting the participation and support of like-minded nations for a special GATT meeting, saying that he would like to "take full advantage" of the authority the Trade Expansion Act bestows on him.

No specific date was set, but Mr. Kennedy suggested that the meeting take place as early as February or March of 1963.

WORLD MARKET REPO

(Values in millions of dollars)

Country	Imports from world		
	Annual 1961	Latest month 1962	January through latest month 1962
United Kingdom	12,314	August	8,444
Germany, Federal Republic	11,032	June	6,040
France	6,684	June	3,823
Canada	6,195	July	3,812
Japan	5,811	July	3,421
Italy	5,256	July	3,459
Netherlands	5,111	June	2,697
Belgium-Luxembourg	4,219	July	2,614
Sweden	2,918	May	1,283
Switzerland	2,696	July	1,776
Australia	2,399	June	1,212
India	2,131	April	676
Denmark	1,864	July	1,239
Norway	1,614	July	947
South Africa, Republic	1,549	June	769
Austria	1,485	July	865
Argentina	1,460	June	688
Brazil	1,460	March	360
Venezuela	1,161	June	505
Finland	1,151	June	620

NOTE: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following:

1) Not available.

PORT— *Quarterly*

Imports from United States				Percentage change in U.S.-supplied imports in most recent 12 months	Official gold and foreign exchange reserves at end of second quarter	
January through same month 1961	Annual 1961	January through latest month 1962	January through same month 1961		1962	1961
8,330	1,354	867	861	—7	3,439	2,778
5,290	1,516	866	744	+11	6,233	6,845
3,426	737	407	400	—6	3,484	2,777
3,310	4,150	2,681	2,249	+12	1,817	1,933
3,250	2,097	1,153	1,202	+11	1,623	1,913
3,049	869	528	529	+7	3,239	3,108
2,579	569	326	295	—1	1,795	1,700
2,447	375	266	215	+15	1,603	1,472
1,195	332	138	140	—9	734	653
1,533	278	180	171	+3	2,705	2,600
1,345	479	246	280	—20	1,257	1,234
679	504	127	230	—35	507	592
1,050	150	99	90	+1	246	245
972	112	74	63	+7	230	269
842	272	132	156	—22	575	217
865	88	56	56	—14	918	673
674	383	192	179	+14	239	609
345	515	109	104	+14	556	413
470	(1)	(1)	255	. . .	501	601
558	72	38	38	+3	321	345

wing: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela.

(Table continued on pages 6 and 7)

WORLD MARKET REPORT — *Conti*

(Values in millions of dollars)

Country	Imports from world		
	Annual 1961	Latest month 1962	January through latest month 1962
Mexico	1,139	June	557
Spain	1,092	May	589
Hong Kong	1,045	July	675
Algeria	1,025	January	83
Yugoslavia	910	June	427
New Zealand	902	March	150
Indonesia	794	March	167
Philippines	734	June	326
Ireland	732	May	316
Malaya, Federation	728	April	260
Greece	714	April	232
U.A.R. (Egypt)	678	April	244
Portugal	656	August	364
Pakistan	642	May	289
Nigeria	622	March	135
Iran	602	March	145
Chile	591	(1)	(1)
Israel	570	June	303
Total of 38 countries	**92,686**		
Percent of foreign country imports	**86%**		**Percent**

NOTE: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following:

1) Not available. 2) Less than 0.5 percent. 3) End of fourth quarter 1961. 4) Percentage share calculated

Sources: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

ontinued

Imports from United States				Percentage change in U.S.-supplied imports in most recent 12 months	Official gold and foreign exchange reserves at end of second quarter	
January through same month 1961	Annual 1961	January through latest month 1962	January through same month 1961		1962	1961
565	798	380	395	—6	354	266
418	275	121	107	+38	992	692
612	128	88	84	—([2])	([1])	([1])
81	37	5	2	+68	([1])	([1])
414	181	104	82	+62	83	101
206	85	([1])	20	. . .	156	162
200	([1])	([1])	25	. . .	139[3]	180
344	369	140	173	—8	81	72
312	56	18	27	—28	329	313
236	37	16	11	+26	829	813
222	81	22	27	—25	275	216
205	131	79	49	+36	211	255
402	50	38	32	+11	737	701
264	159	104	65	+25	376	394
158	33	11	7	+16	([1])	([1])
156	99	25	26	—9	222	182
([1])	238	([1])	([1])	. . .	68	98
289	168	101	86	+13	387	268
	17,777					
cent of U.S. exports[4]	**86%**					

wing: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela.
lated from U.S. export data.

CHICK SCENE: Export manager Haynes, left, explains hatchery quality controls to fair visitor to plant.

AN EXPORTER'S STORY

Frozen food product firm in Georgia sells to customers around the world

Before the chick hatches, J. D. Jewell, Inc., has assurance of a quality-controlled item; Commerce Department aids export sales

Backing up a package of Jesse Jewell frozen poultry at a food market in West Germany, Lebanon, or Hong Kong is a quarter century of foresight in U.S. and export marketing.

From meager beginnings in the 1930's, J. D. Jewell, Inc., a Gainesville, Ga. frozen food firm specializing in chicken products, has grown in almost fairy-tale fashion. Today its products circle the globe.

The company pioneered in volume production of broilers and helped to develop many of the modern methods of growing and processing poultry. Expanding from the beginning on 2-year cycles, J. D. Jewell, Inc. reached a sales volume of $15 million in 1961.

As U.S. merchandising and distribution grew, the Jewell company expanded into export markets. The company's exports jumped from $100,000 in 1961 to an estimated $1 million for 1962.

Some 15% of the company's output of poultry products is going to export markets now. This percentage is expected to increase. About 60% of the exports go to European Common Market countries.

Jesse Jewell brand frozen poultry products are shipped to Western Europe, Lebanon, Kuwait, Greece, Hong Kong, Singapore, the Caribbean, Trinidad, Aruba, Curaçao, Jamaica and the Congo.

Jewell's western European sales decreased sharply with the Common Market gate price increase. As the big western Europe frozen poultry inventory dwindles, however, Jewell frozen poultry exports are increasing again to almost the original level of the early part of 1962.

All export sales are handled by Bulk and Export Sales Manager Tom Haynes who moves poultry products through export brokers, agents and to direct accounts. Sales contracts are made from 30 to 60 days in advance.

Paperwork hurdle

"Biggest hurdle in selling on the export market is documentation. Everybody fears what they don't know about. But handling the export paperwork is simple once you get started," Haynes said.

He gives much credit for his company's successful export trade to the U.S. Department of Commerce.

"A company interested in export sales should investigate the export markets through its own commercial contacts," Haynes pointed out. "Then the company should go to the U.S. Department of Commerce so as to steer clear of the pitfalls of exporting. The Department of Commerce has a world of information and assistance at a minimum of cost."

Rely on Trade Lists

J. D. Jewell, Inc., has relied heavily on the Commerce Trade Lists which include detailed information on specific areas, companies in those areas, what they handle, the import duties and lists of brokers and wholesalers.

"As an example," Haynes said, "we obtained a World Trade Directory Report on an overseas broker for one dollar. We received financial and trade information on the broker, an international credit report, trade references and a history of the company."

He also pointed out that the commercial attaches at the U.S. Embassies do much leg work for U.S. exporters but that "there is nothing better than going over yourself to look at a market."

The Jesse Jewell brands of frozen poultry were first sold through U.S. exporters as the company inched its way into foreign markets. Then a visit to the country by Jewell sales people, coordinated with the U.S. Department of Commerce, opened up the markets. Soon the company was selling through foreign brokers and agents and to direct accounts.

Exhibit at trade fairs

J. D. Jewell, Inc., export marketing and sales promotion has been carried out in much the same way as sales in the U.S. Advertisements are placed in newspapers and magazines and Jesse Jewell chicken products have been exhibited at trade fairs around the world, including Munich and Brussels this year.

The Jesse Jewell brand frozen chicken items shipped overseas include whole frozen broilers, grillers (whole chicken without giblets, a favorite in western European countries for barbecuing and spit cooking), fowl, and frying chicken parts in 2- and 5-pound boxes.

Market studies are being made now before offering other frozen food products on the export market. Some of these include meat pot pies; fruit turnovers; and precooked, portion-controlled chicken parts for the restaurant and institutional markets. The breaded portion, controlled

chicken was recently shown at a trade fair in Indonesia.

Haynes now is working with the International Trade Development Commission on markets in Italy, Spain and Japan.

"We use about the same sales techniques overseas," he said. "We do a market study followed by a promotion and advertising program. Then we concentrate on service. We try to give the export customer exactly what he wants.

Meet competition

"Even with the high shipping costs and import duties, the efficiency of our operation makes it possible for us to meet competition. As the world market opens up, there is more and more demand for convenience items."

Biggest competition for J. D. Jewell, Inc., in western Europe has come from Denmark and the Netherlands. Poultry producers in these countries have copied the top U.S. brands in quality and packaging and are doing a good job, according to Haynes.

"We have to stay on our toes in quality, packaging and shipping. Our birds have a long way to go and the many handlings of the shipping cartons are rough on packaging materials."

J. D. Jewell, Inc., experimented with various strengths of master cartons for export packing and settled on a reinforced fiberboard carton sealed with staples. The individual packages of poultry are sealed in polyethylene plastic. Quality and package appearance is stressed to the point of arranging the chicken parts and the whole birds so as to give them more eye appeal when they reach overseas market.

The basic Jesse Jewell package design includes the "JJ Chick" trademark which evolved after several design approaches and tests for customer appeal and easy brand and item recognition.

A 3-million-pound capacity, 0-degree frozen-storage warehouse in conjunction with the company's own fleet of custom-made refrigerated transport trucks enables the Jesse Jewell product line to reach U.S. markets and ports of embarkation speedily and efficiently. The company gives 24-hour service to New York and fourth-morning delivery in California. The frozen products sometimes take several weeks to arrive in export markets, necessitating long lead time on sales contracts.

Use metric system

The extent to which the company attempts to please the foreign market poultry buyer is revealed in such services as weighing and marking the products in the metric system. To fit the needs of merchants in western Europe, especially Germany, whole frozen broilers are weighed and graded to plus or minus 25 grams because poultry is sold there at a unit price per head instead of by the pound.

Provide services

"These small services give us a competitive advantage and a bargaining point," Export Sales Manager Haynes said.

Quality control and new foods research have gone hand in hand at J. D. Jewell's as the company grew. The company maintains complete quality control of its poultry beginning with the selection of breeding stock, hatching its own eggs, growing its own broilers, controlling feed formulas, processing the chickens, packaging them carefully and watching the package until it is delivered to the customer.

J. D. Jewell test kitchens have turned out some new food items which have been so advanced that they have had to await development of new factory equipment to be produced on a mass scale. It is a policy that no new product is manufactured until it tastes as good or better than a similar home-cooked dish. The company exports only U.S. Grade "A" chicken products.

Geneva subsidiary sells U.S. pinspotters to Europe

AMF Overseas Corporation, a Geneva, Switzerland subsidiary of the American Machine and Foundry Company, has signed a $5.5 million agreement to equip bowling centers in Germany, France and Italy.

Under the contract's terms, the Overseas Bowling Corporation, a European bowling firm also located in Geneva, will obtain 10-year leases to rent AMF automatic pinspotters and purchase allied equipment to outfit bowling centers totalling 300 lanes.

JAMAICA BUYS U.S. MEAT

U.S. exports of meat to Jamaica continue to increase moderately although licensing requirements still restrict this trade. U.S. shipments in January-June 1962 totaled 2.6 million pounds (mostly pickled and cured pork), compared with 4.8 million during the whole year 1961. Shipments to Jamaica have increased each year since 1958.

JAPANESE RICE RECORD

Japan's 1962 rice crop is estimated at a record 16,255,000 metric tons of rough rice in the second official forecast.

WINGS TO EUROPE: Cartons of chicken wings from the J. D. Jewell plant await shipment from Mobile.

New Jersey cultivating fertile foreign fields

State campaign aims to boost already substantial overseas sales; state now ranks 7th in export value

New Jersey, long active in international trade, now ranks 7th among the 50 states as an exporter of manufactured products, according to a recent U.S. Department of Commerce study on State origin of exports.

The study reported that New Jersey sells some $897 million annually, and stimulated an intensive promotional campaign aimed at New Jersey business firms and organizations.

The State Bureau of Commerce sent news releases to all media, stressing the economic value of this export trade to the State's industry and labor force.

Because of an earlier meeting with representatives of foreign trade firms and business associations such as the State Chamber of Commerce, New Jersey Manufacturers Association and the Newark Foreign Trade Club, avenues of communication were already prepared for the rapid and widespread dissemination of this Commerce Report.

At that time the President's Trade Expansion Act was being debated in the House of Representatives. It was recognized that export expansion efforts and the Trade Bill were really 2 sides of the same coin, so the Bureau of Commerce undertook a simultaneous campaign to acquaint New Jersey's citizens with the meaning and implications of the Bill.

These 2 facets of trade expansion, the U.S. Department of Commerce study and the Trade Bill were dovetailed in a mailing to all State Representatives and Senators, as well as to local development commissions of the Congressional District Export Origin Reports. A covering letter outlined the study's findings and pointed a breakdown of the number of firms and workers involved in international trade, by each Congressional District.

Several specific projects were then undertaken to ensure that the issue of international trade would be kept alive in further promotional efforts.

These projects included:

❶ cooperation with the State and local League of Women Voters in supplying information helpful to their campaign for the Trade Expansion Act;

❷ a newscast on a Philadelphia TV program showed the value of its export sales to 1 New Jersey firm;

❸ additional articles were written for publication and distribution, pointing out the advantages of increased international trade to New Jersey industry and labor;

❹ a radio program was aired during World Trade Week, with a panel of foreign trade experts discussing New Jersey's role in international trade.

The value of foreign aid to New Jersey was also reported. An AID study showing that New Jersey firms received $57 million in foreign aid funds over an 8-year period was distributed widely, pointing out by individual community the State's role in this vitally important economic program. Also, in connection with AID, their Office of Small Business circulars containing procurement data on specific sales opportunities have been sent to banks for their distribution to companies in their areas. It is hoped that New Jersey's exports will increase through this particular avenue.

Further meetings with state-wide business organizations and associations are presently concerned with publishing a New Jersey Directory of International Trade and organizing a possible trade mission to the Common Market.

Newspaper articles and speeches at various business meetings have also emphazied trade opportunities for New Jersey business with these countries.

Governor's statement

Governor Richard J. Hughes recently stated that "New Jersey is a foreign trade state. The people of New Jersey depend on trade for the goods they use and the income they spend—in short for much of their prosperity. Increased trade will result in increased prosperity. We do not fear competition. The people of New Jersey have not forgotten how to produce and compete. There may be some difficulties. Still, wisely introduced, increased trade will have significant positive effects far outweighing those which we have already seen. In this trade, the people of New Jersey will hold their own in competition and cooperation with the rest of the world."

With the ever-increasing economic strength of many overseas nations, the geographic advantages of the Newark/Elizabeth and the Delaware River ports, the promotional activities of the State Bureau of Commerce as well as the interest of businessmen throughout the State, New Jersey has an opportunity to increase its overseas sales and provide a general strengthening of the state's overall economy.

On September 20, Secretary of Commerce Luther H. Hodges asked companies in the New York and New Jersey areas to help put over a 10% increase in national export sales. New Jersey, working with both the New York and Philadelphia Regional Export Expansion Councils, is determined to do its part.

Check list

SHOULD MY FIRM CONSIDER ENTERING THE EXPORT MARKET?

1. Does our firm have capacity in excess of domestic requirements?
2. Do we have available, or can we obtain at favorable terms, the additional long term capital required to finance additional production and sales effort?
3. Are we willing to spend money to promote sales through advertising, granting of credit, etc., as we do in our domestic market?
4. Can our existing staff divert enough time away from our domestic business? If not, will we hire additional staff?
5. Will we be patient enough and not be discouraged by early difficulties caused by our unfamiliarity?
6. Are we willing to give the same attention to servicing our foreign customers as we do our domestic customers?
7. Will we research our foreign markets as thoroughly as we do any new domestic market?

If you can give even a tentative "yes" to all of the above, and desire some assistance in fully exploring your export possibilities, contact the nearest Department of Commerce Field Office.

The above "check list" was circulated by the Kalamazoo County Chamber of Commerce at a recent Michigan Export Workshop.

New 'E' winners first to be cited in travel field

Hotel, airline receive awards at meeting of travel agents

Two-way international travel, particularly trips by overseas visitors to the U.S., was emphasized by Secretary of Commerce Luther H. Hodges in an address presented on his behalf by Voit Gilmore to the American Society of Travel Agents meeting in Las Vegas on October 23.

Earlier, Mr. Gilmore, director of the U.S. Travel Service, presented President Kennedy's "E-for-Export" award to 2 new winners—the first in the travel field.

The new "E" winners, Trans World Airlines, Inc., of New York City and the Sheraton Corporation of America, Boston, Mass., received their citations and blue-and-white "E" pennants before some 2,000 travel executives and representatives of the U.S. and 79 other countries assembled for the annual World Congress of the travel agents.

TWA, in an intensive program to attract tourists to the U.S., established a number of travel information bureaus overseas. It conducted a "Why Visit U.S.A." letter-writing contest in which people in 83 countries participated.

Also, TWA set up a program to acquaint people in other countries with U.S. scenic, historic and cultural aspects.

The Sheraton Corp. developed an imaginative program of care for overseas guests in its 65 hotels and an international advertising campaign to promote tourist business for the U.S.

The program of the Sheraton Corp. included publication of numerous booklets and pamphlets, including a standard menu, in 7 languages. As part of its service, the company sells tourists from all parts of the globe a complete, budget ticket of hotel and restaurant services, including tips, before the tourist leaves his home for the U.S.

In his talk presented to the travel agents, Secretary Hodges mentioned President Kennedy's comment on signing the law that created the U.S. Travel Service. The President said that we hoped "that the people of the world will visit us more often at home—see us at work and play, get to know and understand America on our native ground."

Improbable Texan group sells rice to Orient

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Beaumont, Texas—The drummer in the mythology of commercial folklore who sold iceboxes to the Eskimos would be hard put to retain his title against an improbable group of rice growers here who, with some Government support, are selling boat loads of rice to Asia.

This is as unlikely as the Minnesota Vikings winning 4 games this Fall, so don't come around any more with your problems, because when you can fill the bowls of the Orient with rice from the southwest United States, then you can sell perfume from the Tennessee hills to the salons of Paris.

We were at lunch in the spanking new Ramada Inn as guests of Darrell Manley, a youthful engineering graduate from Texas A & M, president of Briggs-Weaver Co. and an Export Expansion Council member, who had journeyed down from Dallas to bring together a group of Beaumont citizens to discuss increasing foreign trade from this deepwater port.

Manley dresses with the conservatism of a Boston banker, drawls as quietly as a Texan trading horses, but with the impatient clip of a sulky driver rounding the far turn.

Our companion at the table was Clyde Broussard who doesn't fit the description of a Texan either, and while he is already a legend in these parts, is a delightful modest gentleman, almost as shy about business as a horned rabbit in the tumbling tumbleweeds, voluble only about his family, the seraphic and improbable virtues of his friends and the necessities of the civic, educational and charitable groups that he serves, especially Notre Dame, where besides being a football buff, he is a distinguished member of the Advisory Board of the College of Business Administration.

Mr. Broussard in the company of neighbors both here and in Louisiana assists the U.S. export drive by growing and milling rice, over 60% of which is shipped abroad.

"We used to ship a little of it to Cuba," he said, "but now it goes to the Far East."

In travels we've improbably seen Scripto cigarette lighters for sale in Japan, textiles from the Carolinas in Hong Kong and frozen chickens from Chicago on a French-owned Pacific Polynesian island, but taking rice to Asia seemed to us like bringing your own camel to Egypt.

Mr. Broussard, whose father was the first commercial grower of rice in Texas back in 1892, has 50,000 acres which he seeds and fertilizes from low-flying aircraft and which 15 years ago for the first time found important foreign markets.

It isn't unusual for Mr. Broussard to receive orders for a shipment of 5 million pounds which is enough to use up an Asiatic forest for chopsticks.

"But I'm such a poor expert," he chuckles, "that I even usually miss the bride with it at weddings."

We had always heard that Orientals, keenly sensitive to the taste of this most staple of their foods, could tell where rice was grown.

"It's quite true," said Mr. Broussard. "Rice comes in short, medium and long grain. In Thailand they prefer long grain, in Japan the short, with medium stretching the distance in between."

"When we send rice to the Oriental communities of this country," he said, "we usually send taste samples first. When we've pleased them with the right growth, we set it aside for that particular customer. They detect the slightest alteration."

We were both eating shrimp from the nearby Gulf of Mexico, prepared in Creole style. "This is long grain," grinned Mr. Broussard, "but that's all I know about it. I'm not much good at telling the difference."

Oil output, exchange reform brighten Venezuelan outlook; construction sector booming

Nation indicates first serious interest in joining LAFTA; import restrictions imposed to protect locally-made goods; Lake Maracaibo Bridge helps integrate region's economy

Industrial, commercial and construction activity in Venezuela during July and August continued at encouraging levels. A number of new factories were inaugurated and sizeable new investments in industry and agriculture were announced.

At the same time, social improvement programs such as rural self-help and urban housing, sanitation and water supply, and agrarian reform were being accelerated both as to planning and execution.

A $10 million AID loan for supervised agricultural credit was signed September 14.

Caracas was the scene of fairly extensive public works construction, including highways and installation of storm sewers. These activities, plus a pickup in private construction, significantly lowered unemployment. The agricultural outlook is generally favorable.

Petroleum production continued at record levels, and was 10½% above the first 8 months of 1961. On the other hand, production of iron ore was 13% under 1961 levels.

The increased oil production, together with added income from the April 2 exchange reform, is reflected in growing government revenues. As a result, additional credits of 396 million bolivars (one bolivar equals 22 cents at the controlled free rate of exchange) have been requested for the 1962 budget, of which the Delegated Committee of Congress has thus far approved 308 million bolivars. The bulk of these funds ($279 million) will finance public investments.

The factors mentioned above are also expected to significantly improve the balance of payments position, with good prospects for developing a surplus in coming months. The Central Bank took steps to strengthen the position of a prominent bank which had been in a tight position since the crisis of 1960, further improving the liquidity of the banking system.

LAFTA observers

Venezuela sent observers to the Latin American Free Trade Association (LAFTA) conference in Mexico City, and appointed a permanent delegate to LAFTA, though specifying that many details would have to be worked out before actual adherence to the accord could take place. The problem is a particularly difficult one for Venezuela, because of relatively high costs in industry and agriculture.

Industry maintained a high level of activity. Industrial power usage in the metropolitan Caracas area during August reached a level exceeded only by June's all-time high. The Maracaibo and Barquisimeto figures show the same production pick-up, but at a lower level than the 1961 highs. Retail sales of general merchandise continued to reach higher levels.

The biggest single news on the industrial front was the opening of an open hearth and blooming mill at the Matanzas steel plant of the Government-owned Corporacion Venezolana de Guayana in early July. The mill can now produce its own ingots for steel tube production (imported ingots have been used up to now); it can also make its own wire; and it will soon start to produce steel rods and structural shapes, as well as plate.

New industries

Other specific developments in the industrial field include the inauguration of Wyeth Laboratories at Maracay; the opening of a new yarn and textile mill in Caracas; the start of production of milk, cheese, butter and other dairy products by Industria Pasteurizadora Lactea C.A. (IPAICA) at its new plant at Guanare; the equity financing with local investors of 3 new projects by the Creole Investment Corporation (a plant to assemble Telefunken radio-TV and similar products, a project to raise better grade beef-cattle, and another project to raise

INDUSTRIAL SINEWS: A general view of the tube-making section of a Venezuelan steelmill. Venezuela is trying to increase production of a wide variety of items, to reduce her dependence on foreign imports. In July the Government decreed that applications for steel pipe imports can be approved only if the National Steel Mill says the desired pipe is not available internally. (Veneuzelan Embassy Photo)

sheep for both meat and wool production); the announcement of plans to set up a sewing thread factory; and the announcement that Industrias Integradas (INSA) would produce the Whirlpool-Kenmore line of "white goods" on contract with RCA Whirlpool and Sears Roebuck.

Gilbey gin, Smirnov Vodka, Benedictine, de Kuyper liqueurs, Campari and Picon all appeared on the market; and Eberhard Faber began making pencils.

Construction

By all appearances the construction pickup, at least in the Caracas area, seemed to continue but cement production fell below last year's average in July and August, ending the steady 4-month build-up in production. However, sales of steel rods were high and continued to rise, indicating a probable rise in structural work (larger buildings, bridges and culverts) and foreshadows a probable rise in cement sales, since sales of rods precede pouring of cement by about a month.

Foreign trade

For the first time, Venezuela has indicated serious interest in the Latin American Free Trade Area (LAFTA). The Foreign Office announced that Venezuela would join LAFTA, but that much study would still be necessary before the actual signing.

In July the Ministry of Development required that applications for steel pipe imports, exclusive of conduit, must be accompanied by a statement from the National Steel Mill that the desired pipe is not available domestically. The following month the Ministry began refusing conduit pipe licenses to protect local production of sheet metal conduit tubes in diameters from ½ inch to 2 inches in 10 foot lengths. Installed capacity of 1,800,000 lengths is reportedly double the current consumption of conduit.

In calling for applications for the importation of refrigerators and stoves (gas and kerosene) for which firm orders had been placed prior to the May 29 regulation subjecting them to prior license, the Ministry of Development also required a chronological record of imports during 1961 and the first half of 1962 to develop quotas for the last half of 1962.

Effective August 23, locally manufactured baseball and softball bats were protected by a requirement that import applications must be accompanied by proof of acquisition of 4 local bats for each 1 to be imported.

Dry cell batteries weighing up to 200 grams were made subject to prior license on September 12. However, the only types in this weight category that are made locally are ordinary flashlight batteries.

Public finance

The Ministry of Finance announced that it has presented a proposal to the Council of Ministers for a balanced budget in 1963. Although details are not yet known, the proposed budget is reported to amount to about 6,100 million bolivars, compared with 5,942 million in 1962.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Increased petroleum revenues due to a substantial export expansion this year and higher exchange profits resulting from the April exchange reform have greatly improved prospects for achieving a fiscal balance.

The Administration requested Congress to approve the refinancing of the $133 million balance owed on the 1960 New York Bank Loan, but Congress adjourned without acting upon the request.

The Export-Import Bank announced approval of a $7.5 million credit to the National Institute of Sanitary Works for imports of water works equipment and a $2.5 million credit to the Agricultural and Livestock Bank for agricultural equipment imports. These credits are a part of the $100 million committed by the Eximbank in 1961.

Loans signed recently include a $6.6 million credit from the Inter-American Development Bank for waterworks at Maracaibo and a $10 million AID loan for a supervised farm credit program.

Publication of the Central Bank's Wholesale Price Index for April and May is the first reliable indication of the initial effects of the April exchange reform on prices. The Index rose from 109.35 in March to 110.57 in April and 111.46 in May. Until recently, the rise in the wholesale price index was due to price increases of imported goods, which increased about 12% from March 1961 to March 1962. In April and May, however, prices of both imported and domestic goods increased about 2%.

As was generally anticipated, the public offer of the Chase Manhattan Bank to purchase 49% of the stock of the Banco Mercantil y Agricola was oversubscribed and purchases were prorated. The purchase involved a total investment of about $6.5 million by Chase Manhattan. The investment was regarded as a welcome manifestation of confidence in the Venezuelan economy.

Oil spurts

Petroleum production continued at the record rate of 3,208,000 barrels per day during the month of August. Production for the period January through August 1962 was 3.2 million barrels per day, compared to 2.9 million barrels per day for the same period in 1961, representing more than a 10% increase. Estimated production for the month of September is 3.2 million barrels per day.

The Minister attributed this production increase, to the increased exports to Europe, which needs the particular type of oil which is more readily available in Venezuela than in the Middle East. The discovery of new oil reserves is not keeping pace with the increased rate of oil production, and official technicians say that Venezuela will have to find at least 3 billion barrels of new reserves to retain a desirable balance between production and reserves.

An additional credit of approximately $3.23 million (10 billion bolivars) has been approved for the Venezuelan Petroleum Corporation, a government entity, by the Congressional Delegated Committee. These additional funds are to be used to drill 2 new wells in the Corporation's Lake Maracaibo holdings and to construct a gathering system and storage facilities for its local production.

Iron ore production continues to decline. Average monthly production

VITAL LINK: An oil tanker steams under the new General Rafael Urdaneta Bridge at the mouth of Venezuela's Lake Maracaibo. The bridge connects the agriculturally rich area west of the lake with the rest of Northern Venezuela and should boost the area's economic growth. (Venezuelan Embassy Photo)

through July of the current year was 1,139,000 metric tons, 173,000 metric tons or 13.16% below output during the same period of 1961.

The Minister of Mines and Hydrocarbons stated that price cutting had reduced Venezuela's iron ore exports, and the Ministry may permit a lowering of prices to defend Venezuela's markets against price cuts made by other iron ore exporting countries.

Conversations with Liberia, Brazil, Chile, Peru and Sweden, aimed at forming an Organization of Iron Ore Producing Countries have progressed well.

When organized, The Government-owned Venezuelan Iron Corporation will operate the Cerro San Isidro iron ore deposits which are estimated to contain over 400 million tons of ore. It will supply the national steel mill which, when it is in full operation, will require over 1 million tons of ore per year.

On August 14 the Government inaugurated the 60 million bolivar Financial Corporation for the Development of Tourism and Public Recreation (FOMTUR), funded by the Ministry of Development and the Venezuelan Development Corporation, to provide credit and technical assistance for new tourist and recreation facilities. FOMTUR plans an extensive publicity campaign to stimulate tourism.

Maracaibo bridged

One of the most important developments during the period was the August 24 opening of the "General Rafael Urdaneta Bridge" over the mouth of Lake Maracaibo. By providing a road link between the agriculturally rich area west of the lake and the rest of northern Venezuela, the bridge will contribute to the rapid agricultural and industrial development of the area and enhance the Maracaibo's position as a distribution point.

The Landworkers Federation (FCV), the Agricultural Bank (BAP) and the Agrarian Institute (IAN), continued their land purchase and distribution activities under the Agrarian Reform. The Reform has also introduced programs designed to improve rural living standards. The purchase of farms and distribution of land titles was continued in several states, especially in the west (Zulia) and in the new industrial area to the east (Bolivar).

There were marked indications of a tendency toward greater protective import restrictions on raw as well as processed agricultural products similar to those produced in Venezuela. Among such products, greater restrictions have been placed on imports of many types of cheese, with imports of Muenster prohibited; on fresh pork, imports of which must now be accompanied by proof of purchase of 1 unit of local live hogs for each 4 units of imported pork; and on black beans, for which 1 unit of local product must be purchased for each 9 units imported.

AID helps private Indian power firm buy U.S. generator

$17.9 million loan will raise Bombay industrial power potential

A power shortage in Bombay, India, will be eased with the assistance of the U.S. Agency for International Development.

AID has agreed to lend the privately-owned Tata Power Companies of India $17.9 million to finance the full foreign exchange costs of its expansion program.

The dollars will be used to purchase and install a single 125 megawatt generator, along with associated boiler and other facilities, in the U.S. The unit will be installed as an addition to the existing Tata owned Trombay Thermal Power Station. Local costs of the project, which will approximate the equivalent of $8.4 million in Indian rupees, will be provided by Tata.

The new generating unit will increase the capacity of the Trombay plant from 187.5 to 312.5 megawatts.

The proposed increase of 125 megawatts also will help the expansion of industrial facilities in the area.

Engineering consultant on the Trombay project expansion is the American firm of Ebasco, Inc., of New York City.

Farm failure worsens Finnish economic dip

Soldiers, students and factory workers take to the fields to save skimpy crops; Government releases emergency stores

Economic analysts feel that Finland, after enjoying 3 years of general prosperity, is now facing some rather serious economic difficulties. Some of these, which are now becoming more obvious, are the slowdown in growth of exports, the increasing trade deficit, and the rising price level.

Adding to Finland's economic problems at this time are the effects of a cold, rainy growing season which has devastated agricultural yields. Not only will the crop losses reduce the national income directly, but some of the measures suggested to alleviate the farmers' situation would put extra strains on the economy, according to the U.S. Embassy in Helsinki.

For instance, the Government has recommended the extension of easy credit to farmers, yet financial leaders have warned that further credit expansion in the present tight money market must increase inflationary pressures.

Concern about the farmers' plight is widespread, and many measures are being taken to aid them. Soldiers, students, and even some factory workers are being given time off to help with the harvesting operations, which must be carried out largely by hand because soggy fields prevent the utilization of mechanical equipment.

The Government has promised to assist in the procurement of seed, in obtaining loans, and in arranging supplementary employment for farmers. The State Granary has agreed to reduce the standards for grain accepted for milling. The Government is considering a proposal to authorize the State Granary to purchase substandard grain at a rate of 40 Finnmarks (320 Finnmarks equal $1) per kilogram and sell it as fodder at 30 marks per kilogram. Part of the loss would be made up by profits from the sale of imported wheat.

Because of the expected shortage of high protein livestock feed during the coming winter and spring, the Ministry of Agriculture has decided to release the total Government emergency stocks of 17,000 metric tons of oilcake and 7,000 tons of corn for immediate sale, primarily in the areas hardest hit by the bad weather.

A further consequence has been the Licensing Board approval of import licenses for 30,000 tons of oilcake and 10,000 tons of corn from the Soviet Union, in addition to the 35,000 tons of oilcake and 20,000 tons of corn included in the 1962 Finnish-Soviet trade agreement.

Port of Monrovia gets 4th new pier in the past year

The Free Port of Monrovia in Liberia saw its fourth new pier in a year go into use this month, according to the Monrovia Port Management Company, Ltd.

The new facility is the 850-foot long DELIMCO (German-Liberian Mining Company) pier.

Pier construction started in January this year, and work was completed by September 28. Currently the pier is fitted with track for handling construction materials and equipment, but later will be equipped with an ore-loading tower with a 2,000-ton per hour capacity.

Construction of the DELIMCO pier was a joint venture by Raymond International, Inc. of New York and Gruen & Bilfinger of Mannheim, Germany.

Two other ore-loading piers were put into operation within the past year by the Liberia Mining Company and the National Iron Ore Company. A Petroleum jetty and pipeline went into operation in March.

New sugar firm plans North Nigerian project

A new sugar company, The Nigeria Sugar Company Limited, will build a $14 million sugar complex at Bacita, Northern Nigeria.

The project will include establishment of 6,000-plus acre sugar cane farm to be planted over the next 3 years and a factory that will manufacture 30,000 tons of white sugar a year. The factory will employ at least 2,000 Nigerians.

Israel receives $22 million World Bank road loan

All contracts will be subject to international competitive bidding

The World Bank has loaned Israel the equivalent of $22 million for highway construction and improvement.

The contracts awarded for road construction and for the procurement of equipment will be made on the basis of international competitive bidding.

During the next 4½ years, about 512 miles of inter-urban highways will be built or reconstructed to higher standards to provide better communication with ports, reduce traffic congestion and transport costs, and improve traffic safety. About 155 miles of feeder and access roads, linking agricultural and other settlements to the main highway network, will also be improved.

Israel's rapid economic growth in the past decade has resulted in a doubling in the volume of road traffic; as a result, many inter-urban roads are carrying traffic volumes far beyond their design capacity.

The program also includes the procurement of accounting machines, road maintenance equipment, installations and equipment for patrol of road traffic and collection of traffic information. Provision is made to employ consultants for the design and supervision of the road program and for the preliminary design of additional roads. Consultants will also undertake an urgently needed study of inland surface transportation to insure that the development of roads and railways takes place in the most economic manner.

The total cost of the road construction and improvements is estimated at the equivalent of $46 million. The Bank loan of $22 million will cover the foreign exchange requirements of this work and also of related imported equipment and services.

INDIA TO IMPORT COPRA

The Indian Government announced on September 7, 1962, that import licenses for copra would be issued to manufacturer-exporters of vanaspati and other hydrogenated oils.

U.S. authorizes sale of over $510 million in surplus food

UAR leads way with 3-year authorization for $390 million; much of sale proceeds to be loaned to private U.S. business

The U.S. Department of Agriculture has authorized the sale of surplus U.S. agricultural commodities valued at more than $510 million under the Food For Peace Program recently.

By far the largest authorization went to the United Arab Republic (Egypt), $390 million worth of various commodities to be delivered over a 3-year period. Approximately 165 million bushels of wheat valued at over $275 million will constitute the bulk of shipments to the UAR.

The agreement provides that 5% of the Egyptian pounds received in payment will be set aside for loans to U.S. and Egyptian private enterprise.

Sales of these commodities, as all other sales under the Food For Peace Program, will be made by private U.S. traders. Sale prices include the cost of ocean transportation.

Other recent PL480 authorizations include:

Bolivia, $192,000 for 1,300 bales of upland cotton*;

Brazil, $43.4 million for 22 million bushels of U.S. wheat and/or wheat flour;**

China (Taiwan), $8 million for approximately 85,000 metric tons of yellow soybeans and $4,476,000 for 30,000 bales of upland cotton;*

Ecuador, $209,000 for 100 metric tons of unmanufactured tobacco and $25,000 for about 175 bales of upland cotton, on which delivery must be completed by January 3, 1963;

India, $7.5 million for 50,000 tons of milled rice and $6.1 million for 100,000 tons of white wheat; shipments must be completed by the end of this year;

Iran, $7.7 million for about 3.7 million bushels of wheat and/or wheat flour;**

Israel, $1,015,000 for about 5,000 metric tons of cottonseed and/or soybean oil;*

Pakistan, $13,150,000 for approximately 50,000 metric tons of cottonseed and/or soybean oil;* and $6.2 million for about 100,000 metric tons of white wheat for delivery by January 31, 1963 and $1,328,000 for 20,000 metric tons of wheat to be delivered by the end of the year (this wheat actually will be shipped direct to India, rather than Pakistan).

Poland, $799,000 for 12,000 metric tons of wheat due for delivery by the end of the year.

Morocco, $6 million for about 47 million pounds of soybean and/or cottonseed oil; $800,000 for 5,000 bales of cotton; and $250,000 for 600,000 pounds of tobacco;**

Tunisia, $6.2 million for 3.5 million bushels of bread wheat and $4.8 million for 44 million pounds of soybean and/or cottonseed oil.**

Foreign currency proceeds of these sales are used by the Agency for International Development for loans to private U.S. and indigenous business firms; for economic development loans; for the payment of U.S. obligations abroad and for various other U.S. purposes.

The embassies of the various recipient nations in Washington can usually provide specific purchase information. For further details, contact the Department of Agriculture Press Service, Washington 25, D.C. Phone DUdley 8-6114.

* For delivery before March 31, 1963.

** Shipping dates and other details of purchase authorizations will be issued later.

Eximbank okays new use for Philippine loan

The Export-Import Bank announced changes to a $13 million credit to the Marinduque Iron Mines Agents, Inc., of the Philippines.

Originally, the credit was made for the purchase of U.S. equipment for a copper and zinc plant producing ammonium sulphate fertilizer as a by-product. At Marinduque's request Eximbank has authorized use of the funds for purchase of U.S. equipment to outfit a large ammonium sulphate fertilizer plant in lieu of the integrated plant which also would have produced copper and zinc.

The new fertilizer plant will be located at Lligon on the north coast of Mindanao. Planned output is nearly 500 short tons of fertilizer per day. At the present time, fertilizer of the type to be manufactured is imported, and the new plant's output will to a large extent enable the Philippines to supply its own fertilizer needs.

AID loan will help beautify major Venezuelan cities

$30 million loan calls for purchase of U.S. goods, services

A major Alliance for Progress loan approved by the Agency for International Development (AID) will provide $30 million for slum clearance and other municipal improvements in Venezuela.

The Venezuelan Government is initially budgeting 30 million bolivares, approximately $6.6 million, toward the same program.

Terms of the proposed loan require that U.S. goods and services must be purchased with the dollar funds and that a competent supervisory and consulting engineering firm hired for this program be approved by AID.

The loan will be issued to the Foundation for Community Development and Municipal Improvement, a semi-autonomous Venezuelan Government corporation which has already moved ahead with plans for a major slum-clearance project in the capital city of Caracas. Three pilot projects now under way will be accelerated by the Alliance funds.

The municipal improvement programs will include, in addition to slum-clearance and construction of low-cost housing, such community facilities as streets, sewers, primary school buildings, community centers, health centers, and water distribution systems.

Besides Caracas, work will be carried on in other such principal cities as Maracaibo, Maracay, Cumana, Barquisimeto, San Cristobal, and Barcelona.

AID requires new form on all shipments to Chile

Chilean Government requires completed transaction summary on all shipments into country

All shipments of merchandise to Chile require the use of Agency for International Development (AID), Form 10-160 (8-62) *Transaction Summary*, effective October 1, 1962. The form is available at commercial banks.

AID advises that the purpose of this summary is to make sure that AID dollar assistance to the Government of Chile is used only for goods and related services originating in and procured from the U.S.

Although AID only requires the use of this Form on AID financed shipments, the Chilean Government is requiring its use by all U.S. suppliers of goods and related services, regardless of whether they are AID financed.

In this connection, AID suggests that Block # 1, the Agreement or letter of commitment number, of the Form be left blank and that the supplier sign the certificate in Block # 20, Certificate of supplier, even though he has no knowledge that the shipment is AID financed.

The Chilean Government requires the following: (1) AID Form 10-160 (8-62) filled out by the exporter in quadruplicate; (2) commercial invoices in duplicate which contain the quantity, description, gross price, net price (indicating discounts and agent's commission), the terms of delivery (FOB or FAS) of the merchandise shipped and the corresponding charges; (3) bill of lading; and (4) proof of payment of amounts shown on the commercial invoice and other charges not clearly shown on this invoice (including import deposit certificate).

Proof of payment will be satisfied (1) in the case of merchandise covered by accredited documents, by a correspondent bank through the consignment of documents that authorize payment and (2) in the case of merchandise imported with payment by means of sight or time bank drafts, by consignment, or by deferred exchange cover, by a commercial bank through the consignment of 2 copies of the documents to the assigner, transferring the amounts by means of checks or orders to pay.

If the supplier has any further questions as to completion of the AID Form or for any reason is hesitant to execute the certificate (in Block #20), AID suggests that he take it up with the Chilean importer or his agent since submission of the Form is a payment requirement of the Government of Chile and not of AID.

Greece buys 4 GE generators thru $2.7 million AID loan

International General Electric Company (IGE) has received a $2.7-million order financed by the Agency for International Development (AID) to furnish 4 hydraulic turbine-driven generators for the Kremasta hydro-electric project in Greece.

The dam is being built on the Acheloos River on the western mainland of Greece 160 miles northwest of Athens, and will supply electric power to the national network.

IGE, overseas marketing division of General Electric, will furnish the 100,-000-kilovolt-ampere hydraulic generators for the Public Power Corporation, Greece's government-owned electric utility.

Agents and consultants for the Public Power Corporation are Engineering Consultants, Inc., Denver, Colo.

U.S. and Canada to set up joint lumber committee

Officials of the U.S. and Canadian governments have concluded 2 days of discussion at Ottawa on the problems confronting the North American softwood lumber industries.

Industry representatives from the 2 countries were available for consultation.

A joint expert working group of government officials will be established to examine cooperatively such matters as the results of the recent storm on the Pacific coast, the longer term North American supply and demand prospects for timber resources, wood utilization generally, and market development.

Industry representatives of the 2 countries will be consulted when appropriate.

Canadian firm and owners denied U.S. export rights

Quebec businessmen transshipped U.S.-made spare parts to Cubans

Swatson Livet Co., Ltd., and its controlling shareholders, D. Z. Swart and J. Waddas, all of Quebec, Canada, have been temporarily denied all U.S. export privileges because of apparent transshipment of goods originating in the U.S. to Cuba, in flagrant violation of U.S. export controls.

The Commerce Department's Bureau of International Programs said that its investigation into transactions of Swatson Livet Co., Ltd., indicated that it was obtaining U.S.-made parts for pumps, engines and automotive equipment, and then disposing of them to Cuban customers in violation of U.S. export regulations.

The Bureau said that the temporary order, effective October 16, was entered to prevent Swatson Livet and its managers from dealing in additional U.S. commodities pending completion of the investigation and formal proceeding to be instituted against them.

The denial order prohibits the named individuals and company, and all other persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf with respect to such goods.

Indian auto-maker buys Chrysler goods thru AID

The Chrysler Corporation has received orders for $7.2 million worth of motor vehicle manufacturing machinery being sold to India under provisions of the U.S. foreign aid program.

Chrysler was awarded the equipment contract by Premier Automobiles Ltd., a car and truck manufacturing plant in Bombay, India. The machinery is being furnished by Chrysler and numerous U.S. subcontractors.

Eastern Nigeria seeks greater industrial activity, invites participation of U.S. firms

Opportunities for private investment pinpointed; guides to resources, industrial development cited

The Government of Eastern Nigeria seeks a close partnership with U.S. private enterprise so as to become economically self-supporting.

A new booklet "Investment Opportunities in Eastern Nigeria" highlights the area's resources and commercial facilities and underscores the region's strategic location for the distribution of raw materials and manufactured commodities to the country's major markets and to West Africa. Copies of this investment booklet are available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Eastern Nigeria, one of three regions of the Federation of Nigeria, is a heavily populated area with good mineral and agricultural resources, an industrial park, port facilities and good transportation.

Industry encouraged

During 1962-68 it is planned to increase Nigeria's industrial activities and $1 billion is projected as the private-sector investment from Nigerian sources and $400 million is invited from private investors abroad.

Overseas agricultural interests are urged to establish a number of nucleus estates to assist in agricultural development.

In the industrial area, cement, industrial gases, pharmaceuticals, aluminum sheeting, metal doors, windows, ceramics, furniture, beverages, cigarettes, soaps, and cosmetics are already being produced.

Eastern Nigeria is particularly interested in attracting foreign investments in the following fields: fertilizers, coal chemicals, petrochemicals, automobile and truck assembly, paper mills, distilleries, footwear, textile mills, electrical fittings and many others.

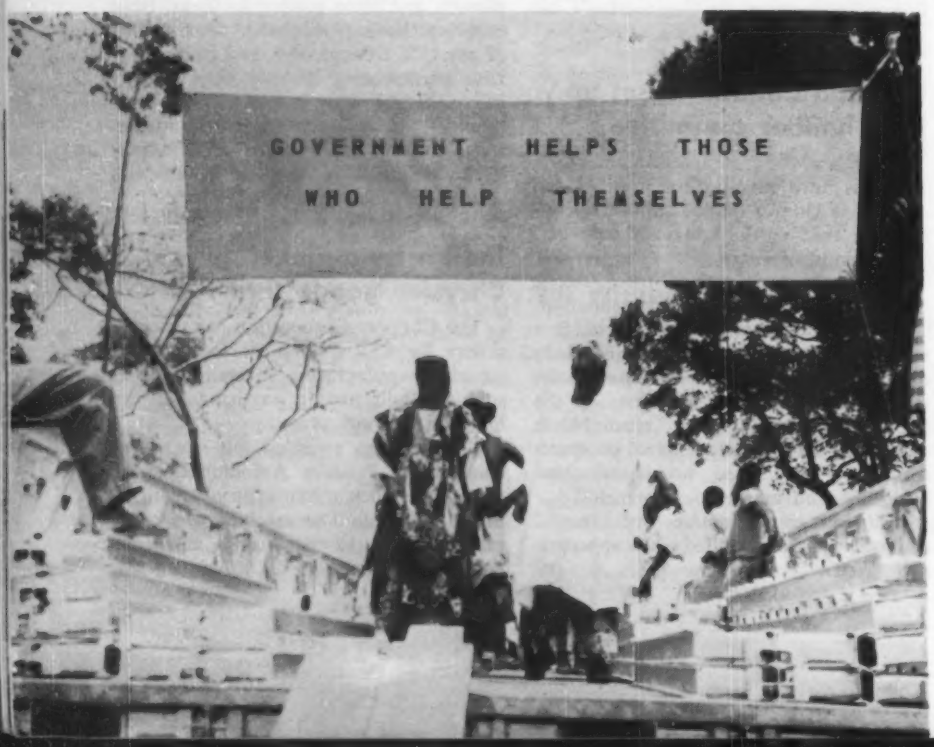
Brochure available

Another brochure "Eastern Nigerian Industry" is also available from the Office of International Investment. (Readers are also urged to review the article on Eastern Nigeria which appeared in the September 17th issue of INTERNATIONAL COMMERCE, pp. 7-9).

The brochure contains a list of active manufacturing industries, indicating present scope of activities. It also contains a list of industrial projects for which negotiations have been completed; a list of industrial projects which are under negotiation and a list of prospective industrial projects which are desired and for which private U.S. participation is invited in Eastern Nigeria.

Potential investors will find this industrial information of value as it provides a convenient summary of what is being done to implement development plans for this region.

INSPECTION TOUR: In Eastern Nigeria one of many new bridges, built with contributed labor, nears completion. Premier M. I. Okpara, who recently visited the U.S., calls the community development projects "concrete symbols of the people's desire for progress." (Eastern Nigeria Information Service)



Concern in Trucial States asks soft drink license

A Dubai firm of importers, wholesalers and retailers of general merchandise seeks a licensing arrangement to bottle soft drinks in the Trucial States under an outstanding American brand name.

Correspondence should be addressed to Mohamed & Juma Almajid & Co., P.O. Box 156, Dubai, Trucial States.

Small consumer products wanted by Canadian firm

Canada's major producer of timepieces seeks a licensing agreement to manufacture small consumer products operated by mechanical or battery means. This would include stamping, turning and assembly work.

In addition to producing all types of watches and clocks, it has done considerable ordnance work for the Canadian Government.

Write to Westclox Canada, Ltd., Peterborough, Ontario.

Auto-equipment assembly plant ventures wanted

Two Bogota assemblers of automobile vehicles wish to obtain joint-venture arrangements for new plants to produce mufflers, exhaust pipes and shock absorbers in Colombia.

They would also consider producing these items in their own plants under license agreements or in purchasing equipment if produced by an American company in Colombia.

These firms are currently the only two assemblers of automotive vehicles in the country. Some of the assembled automotive equipment is produced locally, but there is said to be dissatisfaction with its quality.

Address inquiries to the Office of International Investment, Code 2-3714-1, Department of Commerce, Washington 25, D.C.

Pharmaceutical product venture opens in Mexico

Capital, machinery, aid asked; market opportunity presented

A Mexican producer seeks American capital participation—as well as contributions of technical know-how, machinery and managerial assistance—to improve its manufacture of pharmaceutical products.

The firm will also consider the outright sale of its plant and organization.

The company estimates its sales will average about $56,000 a month by the end of 1962. It has salesmen throughout the country and has a line of 76 pharmaceutical products.

Pharmaceutical imports into Mexico have been declining of late as a result of import policies.

A capital participation scheme, such as this one, would give a U.S. pharmaceutical firm an opportunity to introduce its products on the Mexican market without a large initial investment.

Write to the office of International Investment, Code 2-2830-1, Department of Commerce, Washington 25, D.C.

Taiwan encourages investments

Industrial growth cited; investment, trade office in U.S. can assist interested businessmen

The Republic of China recently announced the opening of its Investment and Trade Office (CITO) located at 515 Madison Ave., New York City.

American pharmaceutical, chemical, dairy, engineering and other companies have been attracted to Taiwan in the past few years by the good prevailing investment climate.

In this, they have been supported by the wholehearted cooperation of the Republic of China in its encouragement of foreign investments. (See *Foreign Commerce Weekly* of 1962, p. 1020, on activity in the chemical industry and the issue of Oct. 16, 1961, p. S-46, which includes investment material on Taiwan.)

Investors and traders are urged to study the many industrial opportunities and trade potentials that exist today in Taiwan by utilizing the services of the new office in New York, as well as the many Commerce Department services that are available to the potential American investor in overseas areas.

CITO will provide information on Taiwan's current industry and trade, confer with interested parties on investments and trade matters, explore business possibilities, and make advance arrangements for prospective investors who wish to visit Taiwan. There are also follow-through services in Taipei to assure complete assistance.

Promising fields

The present industrial growth of Taiwan points up petrochemicals, plastics and synthetic fibers, electronics, optical instruments, fabricated metal products, food processing, glass products, watches and clocks, sporting goods and tools as promising fields for investment.

A number of factors make for a friendly investment climate in Taiwan. Investments may be repatriated at 15% a year with no restriction on remittance of profits. U.S. investors can now enjoy a 5-year tax holiday for most new industrial enterprises. In addition, there are favorable corporate income taxes, tax deductions for exports and many other incentives.

Readers' attention is invited to the recent brochure of the Department of Commerce entitled "Low Cost Marketing Aids for Higher Export Profits" that describes services available through the Field Offices, as well as to the WTIS report, Part 1, No. 62-11; "Establishing a Business in Taiwan."

Tool, equipment licenses asked by English firms

Earthmoving, mechanical-handling equipment, machine tools and nonprecision machinery named

Manufacturing licenses are sought by two U.K. firms. One company wants to make earthmoving equipment, cranes, and machine tools; and the other, mechanical-handling equipment and nonprecision machinery.

- A steel-fabricating and welding firm seeks a license to manufacture American products. It is particularly interested in earthmoving equipment, cranes and fabricated machine tools.

Write W. G. Watson (Welding) Ltd., Springfield Rd., Hayes, Middlesex, England.

- Another company is interested in manufacturing machinery in the medium-weight range to utilize its machine, fabricating and erection shop; design office and foundry facilities. It is especially interested in making mechanical-handling equipment and nonprecision machinery.

It now produces passenger gangway stands for airlines, pressurized containers, processing vessels, coal-conveying equipment and testing equipment for diesel and jet engines.

Write MacDonald & Co., Ltd., Empress Works, Penny Lane, Haydock, Lancashire, England.

MODEL HOUSE: This prefabricated cottage can be bought by any Nicaraguan with a lot to put it on.

Prefabricated housing proposed in Nicaragua; promoter seeks $200,000 mortgage fund

Construction firm claims investment will return 10% a year

A medium-sized construction and engineering firm seeks American capital participation of about $200,000 to finance the construction of prefabricated housing in Nicaragua. It is suggested that the money be made available either in Nicaragua or in the U.S. for the purchase of mortgages.

Sales of houses would be made only to those owning plots of land. Mortgages, therefore, would be backed by both the value of the house and of the land.

The mortgages, it is estimated, will pay about 10% a year. In addition, it is claimed the investor would make 5%-10% at the time a mortgage is purchased. Collections would be handled by the Nicaraguan promoter.

Nicaragua and the U.S. have concluded investment-guarantee agreements insuring for convertibility and against expropriation and war risk. The potential American investor should investigate these advantages of the proposed investment.

The principal owner and manager of the Nicaraguan company is an American-trained engineer.

The company is organized as a corporation specializing in industrial and commercial construction and does some road-building and other types of earthmoving work.

It also produces aluminum window frames, doors, venetian blinds and other housing components.

Address inquiries to the Office of International Investment, Code 2-2433-1, Department of Commerce, Washington 25, D.C.

Fruit-packaging machinery license open to U.S. firm

A Swiss manufacturer of fruit weighing and packaging machines offers a license for the U.S. manufacture of its machinery.

The various electronically controlled machines include: A fruit packing machine especially suitable for medium and small fruit packers; a machine for counting and packing a preselected number of fruit; a machine particularly suitable for fruits which require delicate handling; and a universal packing machine with a capacity for very high output.

Complete information on these 4 machines is available on a loan basis from the Office of International Investment, Code 1036, Department of Commerce, Washington 25, D.C.

Poultry hatchery, feed mill planned

Surinam enterprise interested in purchase of equipment

A Paramaribo poultry enterprise seeks to obtain collaboration to build a feed mill and poultry hatchery in Surinam.

The company is particularly interested in the purchase of equipment for such a joint enterprise. It proposes to build a 20,000-egg-capacity hatchery and a feed-mill which would at first meet the company's own requirements.

Land and buildings in this proposed joint venture are to be contributed by the promoter. The American participant would furnish equipment.

The company is a major poultry raiser in Surinam. It also has import-wholesale-retail businesses in poultry as well as livestock feed.

Write to the Office of International Investment, Code 2-0133-1, Department of Commerce, Washington 25, D.C.

Machinery rental agency seeks American partner

A West German concern seeks a U.S. partnership for its branch in Madrid, Spain which rents construction machinery. It wants this arrangement to make its branch operation the largest of its kind in Spain.

The U.S. firm would need to be in the business of renting building machinery such as tractors, black-top finishers and excavators or be able to supply used machines.

An investment of about $500,000 to $750,000 would be required in order to obtain 50% of the Spanish operation.

Write to Guenther Gierlicks, 3 Lindenstrasse, Cologne, West Germany.

German firm seeks license for machined products

A German firm seeks a license to make U.S. stainless-steel appliances, small apparatus and armatures.

It manufactures stainless-steel precision appliances, forged and turned parts, and screws and other fasteners.

Its plant is equipped with modern machinery for hot forging and cold heading, automatic lathes with one or more spindles and turret lathes.

Write Kolb & Co., 23 Rathenau-Strasse, Wuppertal-Oberbarmen, Germany.

Pump, mechanical product licenses wanted in Sweden

Products with general, industrial or marine applications sought

Two Swedish firms want to make U.S. mechanical products. A pump manufacturer seeks a license to make special pumps or other mechanical products and another manufacturer is interested in any mechanical products.

- A manufacturer of pumps wishes a license to produce special pumps or other mechanical products used on ships or for industrial purposes.

The company specializes in the manufacture of steam and electrically-driven reciprocating marine pumps.

Write Maskinfabriks AB Gothia, Hoor, Sweden.

- The second manufacturer is interested in making any product in the mechanical field under license.

The firm now makes regulator brake-slack adjusters for railroad cars and resilient wheels for railbound cars.

Accessories for the car industry, fans and ventilation equipment are also produced.

Write Aktiebolaget Thulinverken, Fjarde Tvargatan, Landskrona, Sweden.

LARGEST LOANS

Mexico received the largest World Bank loan during the 1962 fiscal year: $130 million for power development. Australia was granted the second largest loan: $100 million, also for power development.

IN MANAGUA AREA

Nicaragua to spur commercial growth; proposed industrial park offers varied investment opportunities

20 to 40 businesses could use new center advantageously

Essentially an agricultural area, Nicaragua wants to assure its economic growth by promoting new industries through financial assistance, such as loan and tax exemptions, and by market research, production analysis and training of personnel.

Accelerated industrial development is also anticipated as a result of Central American Common Market activities.

The National Urban Planning Office, Ministry of Development of Nicaragua, recently published a study *Planning of Land and Physical Facilities for Industry and the Establishment of an Industrial Park*.

This feasibility study was undertaken with the collaboration of the U.S. Agency for International Development and participation by Government and private-enterprise groups in Nicaragua. Objective of the study was to obtain a workable program for the establishment of an industrial park in the Managua area as an aid and incentive to industrial development.

Industrial center

About one-third of all important industries and of all workers employed in industries are located in the Managua area—because of its advantageous location, consumer market, labor supply, utilities and other amenities.

Plans for the park envision the accommodation of 20 to 40 industries to be located in the Managua area. This effort has been given a high priority by the National Development Institute (Instituto de Fomento Nacional) of Managua. Purchase or preparation of the site has not started yet.

A copy of the feasibility study, in English, may be obtained on loan by writing to the Office of International Investment, Code 2-6799-1, Department of Commerce, Washington 25, D.C.

Greek food field opportunity cited

Wider product lines, use of modern techniques sought

Opportunities in the processing of citrus juices, canned fruits and vegetables, tomatoes, edible oils and olives in Greece should be attractive to American investors.

An article on the potential Greek market for U.S. capital goods in INTERNATIONAL COMMERCE for October 8, p. 49, underscores the possibilities in the food-processing field.

The liberalization and increase of Greek trade and Greece's future tie with the European Economic Community on November 1 are also factors to be considered.

The assistance of U.S. firms could help to solve some of the Greek food-processing industry problems. Problem areas cited include: Modernization of production methods, broadening of product lines and coordination of harvest and processing schedules.

The Department of Commerce has recently received copies of pertinent studies prepared by the Arthur D. Little Co. for the Industrial Development Corporation, S.A., a Greek economic-development agency, and for the U.S. Agency for International Development. American investors may obtain copies of these studies, on loan, by writing to the Office of International Investment, Department of Commerce, Washington 25, D.C.

Questions concerning the investment climate and Greek regulations operative in the investment field should be addressed to the Office of Regional Economics—BIP, Department of Commerce, Washington 25, D.C.

Guatemala imposes exchange controls to halt capital flight, loss of reserves

Executive order under 1945 Monetary Law calls for curbs administered by Bank of Guatemala's exchange department

In an abrupt move Guatemala established exchange controls on international transactions, effective October 13.

Controls, ordered by the President under the 1945 Monetary Law, will be administered by the Exchange Department of the Bank of Guatemala by authority of the Monetary Board. Reasons given for the move include the unfavorable balance of trade and flight of capital, resulting in heavy losses of foreign exchange reserves.

Essential payments

According to the U.S. Embassy in Guatemala City, foreign exchange available to the Bank of Guatemala will be sold freely for the following essential payments and remittances: (a) payment for essential imports of merchandise for general consumption and production materials (summarized below); (b) indispensable payments and remittances of the Government and official institutions; (c) payment for services abroad to meet necessities or to maintain activities useful to the public or the economy in general; (d) contractual payments abroad, in the form of interest and amortization of loans or other obligations due abroad; and (e) payments of dividends, profits or amortizations of foreign capital invested permanently in the country, in amounts up to 15% annually in at least 5 years out of 10 and up to 5% annually in any of the remaining years of the same decade (these percentages will be applied on the amount of investment registered with the Bank of Guatemala).

Weekly auctions

Exchange not required for these essential purposes will be sold weekly at auction in the form of exchange licenses. However, the Monetary Board may substitute for the auction system direct sales of licenses at rates approximating auction rates.

A free market is also created which will consist of exchange derived from salaries and expenses of foreign diplomats in Guatemala and representatives of international organizations, the entry of foreign capital invested in Guatemala, the repatriation of Guatemalan capital deposited abroad, and tourist expenditures. Such exchange must be sold to the Bank of Guatemala or an authorized bank. The purchasing bank will pay for the currency at existing buying rates and will issue to the seller a free exchange certificate payable to the bearer. The certificate gives holders the right to buy the amount of foreign exchange stated on such certificates at the selling rates in force at presentation. The exchange certificate may be freely negotiated between any interested persons or entities at prices determined by supply and demand subject to Monetary Board regulations and may be used for any foreign payments.

Licenses

To assure surrender of foreign exchange to the Bank of Guatemala within 90 days, export licenses must be obtained from the Exchange Department before customs will authorize shipments. Import authorizations from the Exchange Department must be presented to customs for the release of goods. Essential imports will be granted foreign exchange, including that for advance payments. For nonessential imports, payments will be with exchange licenses purchased in the auction market. Exchange licenses will cover cost, insurance and freight value and commissions.

Pending foreign exchange receipts should be reported within 10 days to the Exchange Department. Pending payments for imports should be presented within 10 days for proof of shipping dates in relation to the effective date of the new regulations.

Commodities list

Following are commodities listed by the Bank of Guatemala as essential imports for which exchange will be sold regularly and without restriction:

Condensed and powdered milk; grains and pulses in natural state; lard, edible oils, animal and vegetable fats, except butter and margarine; medicines; medical instruments, equipment and furniture; kitchen equipment made with ordinary metals; simple dishes of pewter, aluminum, clay, glass or porcelain; cutlery of common metals; barbers' razors, razor blades and safety razors; tires and tubes in sizes not produced locally; fibers, threads and yarns of all kinds for industrial use.

Also, hides, skins and derivatives for industrial use; paper, cardboard and by-products not produced locally; hard wheat; animals for fattening purposes; chemical products providing raw materials for national industries; insecticides, herbicides and fungicides; fertilizers; dyeing and tanning materials; inks and printing materials; rubber products for agricultural and industrial use; non-edible oils and greases for industrial use; glass and cork for industrial use; raw and intermediate metals; bulk raw materials for industrial use; structural steel and other manufactured metals for construction.

Also, tubes, ducts, pipes and their accessories, not produced locally; galvanized or aluminum sheets for construction; cement and other similar basic materials for construction, not produced locally; iron bars and metal sheets; sanitary and heating equipment and accessories; plate glass for construction; asphalt; agricultural equipment and machinery; accessories and spare parts for all types of vehicles; motors for industrial and agricultural use; electrical machinery for industrial or agricultural use; machinery and equipment for generation, transmission and distribution of electricity; accessories for production and distribution of electricity; pure-bred animals for breeding; scientific instruments and apparatus; fuels and lubricants; books and printed publications; teaching materials and school supplies not generally produced in Guatemala; equipment, apparatus, and raw materials for prosthesis (artificial limbs, dental work, etc.) in general; materials for production of artistic works; wire and accessories for fences; security and hygienic equipment for workers; chemical products and equipment for water purification; ambulances; radio communication and telephone equipment.

GERMANS WANT MEAT

West German import tenders for U.S. and Canadian pork livers, pork kidneys, beef livers, and fatback have been extended from October 25 to November 30, 1962.

Electrical safety rules drafted on Europe-wide basis

National testing facilities to apply fixed standards

Fifteen European countries have agreed on common safety standards for electrical equipment, with testing to be performed by any of the national electrical testing laboratories which are members of the International Commission on Rules for the Approval of Electrical Equipment (CEE).

Certain member-state national laboratories have been designated by the CEE to test specific types of equipment for acceptability to all other member state laboratories.

Equipment not assigned to a designated laboratory must be approved by 3 member testing stations in order to be considered acceptable to all other members.

Laboratories

Countries maintaining member laboratories are: Austria, Belgium, Czechoslovakia, Denmark, Germany, Finland, France, Hungary, Italy, the Netherlands, Norway, Poland, Sweden, Switzerland, and the United Kingdom.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

The CEE states as its purpose "the protection of the public against risks of fire and life resulting from the use of unsafe electrical equipment."

As a result of accelerated moves towards European integration, special emphasis has recently been placed upon expediting the establishment of a single set of Continent-wide safety standards for electrical equipment.

Fewer tests

This will permit American manufacturers to sell approved equipment in all 15 countries after only 1 safety test in many cases but at the most after 3 such tests.

A complete list of member laboratories including those designated to grant specific approvals valid throughout the 15-member country area is available from the Commercial Intelligence Division, Office of Commercial Services, U.S. Department of Commerce, Washington 25, D.C.

Effective date set for 'new franc' to give way to 'franc'

Change to take place Jan. 1; notes retirable as turned in

France has announced that Jan. 1, 1963, will be the effective date of last February's decision to replace the "new franc" with the "franc." At the same time, large quantities of 50-franc notes and of 20, 5 and 1-centime coins will be placed in circulation, the U.S. Embassy in Paris reports.

Notes of the Bank of France remaining in circulation and issued prior to this last step in the 1959 monetary reform will be retired only progressively, that is, as they are turned in to the Bank of France in the normal course of events.

Exception

An important exception to the retirement of notes, however, was announced in the *Journal Officiel* of September 22. Bank of France notes of the following denominations will cease to be legal tender as of Jan. 1, 1963, although they will continue to be exchangeable freely and without limitation at the Bank of France itself for current note circulation: 1917 and 1943 types of 5-franc notes; 1915 and 1941 types of 10-franc notes; 1940 and 1942 types of 20-franc notes; the 1945 type of 50-franc notes; the 1945 type of 100-franc notes; the 1938 type of 300-franc notes; and the 1945 type of 500-franc notes. These notes are denominated in "old francs" (100 "old francs" equals 1 "new franc") and are rarely if ever seen in circulation today.

Congo outlines inspection procedures for imports

The Republic of the Congo's (Leopoldville) qualitative and quantitative inspection procedures for importation of selected products are outlined in Monetary Council Circular No. 83, available in unofficial translation from the Middle Africa Section, Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

The Monetary Council (the Congo's interim national bank and official controlling agency for import licensing), in instituting the inspection procedures on September 14, authorized the Licensing Office at its discretion to require importers to submit intended purchases to inspection by a correspondent of the Societe Congolaise de Surveillance before shipment. A certificate of conformity with specifications noted on the import license could then be issued by the Societe.

The Societe Congolaise de Surveillance is part of the world-wide inspection and control company of Geneva, Societe Generale de Surveillance. Its correspondent in New York is the Superintendence Company, Inc., 67 Broad Street.

New dutiless tariff quotas announced by Netherlands

The Netherlands has established unlimited duty-free tariff quotas for importation of glucose and glucose syrup from September 10, and for dehydroepiandrosteron from July 23. In addition, duty-free entry of 1,200 metric tons of dimethylterephthalate has been authorized from August 9, the U.S. Embassy at The Hague reports.

These quotas, for which no time limit has been specified, apply to all countries outside the European Economic Community, including the United States.

In another action, the Government reduced the 1962 duty-free tariff quota for unwrought lead from 40,000 to 38,000 metric tons.

Iran's exchange rules eased for certain imports

Central Bank lists commodities importable by collection drafts

Iran's Central Bank has extended the list of goods, raw materials and spare parts importable by collection drafts, in an action easing foreign exchange regulations as of September 3 on imports for the year ending Mar. 20, 1963, as previously amended (FOREIGN COMMERCE WEEKLY, April 23, p. 727, and May 21, p. 944).

Commodities on the extended list may be imported by collection drafts whose maximum maturity period will be 9 months from the date of the bill of lading. Among the principal items listed are: fixed oils; fatty acids; sulphur; kaolin; colophony, coumarin and non-hardened artificial resins; sulphite lyes; driers; varnishes; transmission and conveyor belts; weighing machines; taps; cocks and valves; apparatus for regulating, cutting off, protecting and distributing electrical current; components and parts of tractors; and medical and surgical instruments and apparatus.

Travelers

Also under the new regulations, banks are authorized to sell to Iranian travelers visiting Europe, America or the Far East $500 or its equivalent in other currencies, or a maximum of $1,000 per family.

Further details may be obtained from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

GERMANY: APRICOTS, FIGS

Germany has extended the quota for canned apricots and figs in retail-sized containers (less than 5 kilograms—11 pounds) to include canned pears. the U.S. Embassy in Bonn reports.

The quota is open to all countries. Applications for licenses may be submitted until an undisclosed quota is filled, but not later than Mar. 29, 1963. The deadline for customs clearance is Mar. 31, 1963.

Canned pears in containers exceeding 5 kilograms may be imported without quantitative restrictions.

Dutiable value for potatoes fixed by Canada, with penalties for dumping

Canada has set a value for duty at C. $2.67 (U.S. $2.49) per 100 pounds on fresh potatoes in their natural state when imported through the customs port of Port Arthur, Ontario, and all ports west in the Provinces of Ontario, Manitoba, Saskatchewan, Alberta and British Columbia. The fixed value does not apply to seed potatoes.

The fixed value, effective from October 16, will not apply to potatoes bona fide purchased and in transit to Canada on or before October 15. Applying at the point of production and where such potatoes are exported directly to Canada from a diversion or intermediate point, the value for duty will be C. $2.67 per 100 pounds plus all charges to the intermediate point from the point of production.

Dumping penalty

Potatoes imported at below the fixed value will be subject to a dumping duty equal to the difference between the fixed value and the selling price. Potatoes shipped on consignment without sale prior to shipment will be subject to the same dumping duty as if the goods had been sold prior to shipment.

Authority for fixing the dutiable value on potatoes is derived from Section 40A (7)(b) of the Canadian Customs Act, allowing the Minister of National Revenue to set the dutiable value on fresh fruits or vegetables, also produced in Canada, when their prices depart from the norm because of the advance of the season or marketing period.

Realty tax declarations required in Costa Rica

Costa Rica has enacted legislation requiring every property holder to submit a sworn statement of the extent and value of his holdings, according to the U.S. Embassy in San Jose. Declarations must be filed within 6 months after September 18, when the law became effective.

Penalties are provided for failure to make declarations and for making inaccurate declarations. In the case of expropriation of property for which no declarations have been made, the maximum amount of compensation that can be paid is the valuation recorded in the tax books. If there is none, the State will make an evaluation, but will deduct from the compensation paid the property owner a sum equal to the taxes he should have paid over a 10-year period.

Under the previous law, property holders could, for tax purposes, undervalue their property with virtual impunity.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

GREECE—Ministry of Commerce awards **coal procurement** contracts to Hawley Fuel Corp., N.Y., for 11,000 metric tons at $152,614, and C. N. Sprague & Son, N.Y., for 11,330 metric tons at $172,632.

Contracts for **automatic telephone exchange spare parts and maintenance material** awarded by Hellenic Telecommunications Organization Ltd. to 4 West German firms: Felten-Guilleaume, for 600 metric tons of copper-steel wire (about $461,458), Standard Elektrik Lorenz ($10,207), Cristof. Emmerich ($21,685) and Siemens-Halske A.G. ($9,916).

YUGOSLAVIA—Tehnopromet, Novi Sad, Yugoslavia, awarded contract for 119 **freight wagons,** value $418,324, in connection with call for bids No. 257 of Feb. 22, 1962, issued by Peloponnese Railways.

Canada drops surcharges on some industrial machinery, equipment as of October 17

Primarily affected is machinery wholly or partly of iron or steel; all corn now also free of surcharge

Canada's 5% import surcharges, collected since June 25, no longer apply to some categories of industrial machinery and equipment of a class or kind not made in Canada, according to a Government announcement. The removal of the surcharges became effective from October 17.

Largest trade category involved is the broad range of machinery entering under Canada's "basket" tariff item 427a—all machinery composed wholly or in part of iron or steel, not otherwise provided for, and complete parts, of a class or kind not made in Canada.

Surcharges will not be collected on the following additional machinery and parts of a class or kind not made in Canada:

Tariff item 420, machinery and parts for tanning or embossing leather.

Tariff item 422a, road building machinery including concrete road-paving machines, concrete and asphalt road-finishing machines, form graders, concrete mixers, dump wagons or trailers, backfilling machines, pile hammers or extractors, well points, screens, and strainers; and truck turntables; all the foregoing and parts of a class or kind not made in Canada.

Tariff item 427k, machinery of a class or kind not made in Canada for working metal by turning, milling, grinding, drilling, boring, planing, shaping, shearing or pressing, and accessories, attachments, and parts.

Tariff item 435(a), locomotives and motor cars for railways, and parts, of a class or kind not made in Canada, for use in mining, metallurgical, or sawmill operations.

Tariff item 443(a), ovens and parts, of a class or kind not made in Canada, for use in commercial bakeries.

Tariff item 445(n), electric instruments and apparatus of precision and parts of a class or kind not made in Canada, including meters or gauges for indicating and/or recording altitude, amperes, comparisons, capacity, density, depth, distance, electrolysis, flux, force, frequency, humidity, inductance, liquid levels, ohms, operation, power factor, pressure, space, speed, stress, thrust, synchronism, temperature, time, volts, volume, watts, and weight.

Tariff item 416, electric steam turbo generator sets, 700 hp. and greater, of a class or kind not made in Canada, and parts.

Iron or steel sheet over 60 inches in width (tariff item 382c) for use in the manufacture of bathtub body stampings, and parts for manufacture of fork-lift trucks—item 427(9)—have also been excepted from the surcharge, as was corn for making starch (item 55). The surcharge on corn for agricultural purposes had been removed, effective from August 24, and all corn is now free of surcharge regardless of use.

Better position

The Minister of Finance stated that the new relaxations were possible because of an improved foreign exchange position. Canada's official reserves of gold and foreign exchange which amounted to U.S. $1,100 million on June 24 increased by U.S. $114 million during September and totaled U.S. $2,444.6 millon by the end of that month. Of this amount, U.S. $650 million represents funds obtained from the International Monetary Fund, the Federal Reserve Bank and the Bank of England during the June financial crisis.

The Minister also stated that the removal of these surcharges will help Canadian industry become more competitive in domestic as well as export markets. He reiterated that the remaining surcharges are temporary and will be removed as soon as circumstances permit.

VENEZUELA: DRY BATTERIES

Venezuela has divided Tariff Nomenclature No. 721-02-00, dry-cell batteries, into 2 sub-nomenclatures with an import permit required for dry-cell batteries of up to 200 grams weight, effective from September 12, according to the U.S. Embassy in Caracas.

Sub-nomenclature No. 721-02-01, dry-cell batteries of up to 200 grams weight, will be subject to a prior import permit from the Ministry of Development. No such permits are required for sub-nomenclature No. 721-02-02, dry-cell batteries of more than 200 grams weight.

The import duty of .20 bolivar (4.4¢) applicable to the former nomenclature continues to apply to the 2 new nomenclatures.

More industries brought under Thai promotion law

Thailand has added 3 industries to its list of Class C investments under the Promotion of Industrial Investment Law: (1) the wire insect-netting industry, $190,000 minimum capital investment; (2) the glass sheet industry, $500,000 minimum capital investment; and (3) the galvanized iron sheet industry, minimum annual capacity of 10 million kilograms.

Promotional privileges under the law were granted to the Bangkok Paper Factory Co., Ltd., with a registered capital of $50,000 and a planned annual production of 4,600 tons of various papers; and the Mitsubishi (Thailand) Co., with a registered capital of $135,000 and a planned annual assembly of 5,400 trucks and 1,200 automobiles.

Two additional firms, one of which will manufacture optical lenses, the other gauze bandages, surgical cotton, and related sanitary goods, were also recently awarded promotional privileges.

Developments under the Thai investment law were last reported in INTERNATIONAL COMMERCE, July 23, p. 46.

Germany sets quotas for cherry, wax bean imports

Germany has established quotas of unannounced size for imports of canned cherries and wax beans from the United States and Canada, according to the U.S. Embassy in Bonn.

Applications for licenses for cherries in retail-sized containers (less than 5 kilograms—11 pounds) may be submitted until the quota is filled, but not later than Mar. 28, 1963. Licenses are obtainable only by firms which were importing cherries in 1961.

Licenses will be granted for importing wax beans until the undisclosed quota is filled, but not later than Dec. 20, 1962. The importer is required to present to the Foreign Trade Agency (Einfuhr- und Vorratsstelle), Frankfurt/Main, invoices and shipping documents for registration and import control within 14 days after loading.

CEYLON: IMPORT LICENSING

An individual license is now required for all goods previously imported into Ceylon under Open General License except foodstuffs, petroleum fuel, fertilizers and drugs. This measure, designed to save $23 million in foreign exchange, became effective October 11.

Guatemalan Government committee to weigh Investment Guarantee schemes

Guatemala has established a committee to make determinations on U.S. citizens' investment projects under the Investment Guarantee Agreement with the United States, ratified by the Guatemalan Congress last August 23.

Agencies represented

A committee composed of 2 representatives each from the Ministries of Economy, Foreign Relations and Central American Integration, the National Economic Planning Council and the Monetary Board, has been set up by the President, the U.S. Embassy in Guatemala City reports.

Approval is not to be given any project of the following type: (1) agricultural enterprises, unless they propose to engage in the exploitation of new products, or require considerable investment in their installations; (2) industries which will compete in type and quality of product with already established national industries, unless the projected industry can improve the product itself or production system; and (3) industrial enterprises which are of a transformation type exclusively that will not make important investment in machinery or equipment.

Recommendations

Recommendations of the committee are to be sent to the Ministries of Economy and Foreign Relations for their approval.

New intra-EFTA tariff cuts go into effect October 31

Another 10% intra-EFTA tariff reduction will be put into effect on October 31 by 5 member states of the European Free Trade Association—Denmark, Portugal, Sweden, Switzerland, and the United Kingdom. This brings rates to 50% of their original level.

As to the 2 remaining member states, Austria will make an equivalent reduction not later than December 31 and Norway not later than Apr. 30, 1963. (Tariff reductions are accorded only to other EFTA members and only on industrial items.)

The cut will put EFTA nations ahead of the schedule for tariff reduction prescribed by the Stockholm Convention, under which the Association was launched in May 1960. According to the Convention, intra-EFTA tariffs were to have been reduced by at least 30% by July 1, 1963.

Unlike the 6 countries of the European Economic Community, EFTA countries maintain their individual tariffs toward third countries.

NIGERIA: WHEAT IMPORTS

Wheat and wheat flour may now be imported into Nigeria from the United States under open general license, according to the *Official Gazette*. The action canceled an August 10 announcement requiring a specific license for all imports of these products.

LEBANON: GLASS IMPORTS

Certain types of glass—rough, wired, and stained—not manufactured in Lebanon may now be imported into the country without a prior import license under a decree issued in September. The items are covered by Brussels tariff classification nos. 70.04-70.07.

Mexico extends Agua Prieta free trade area 1 year

Mexico's free trade perimeter at Agua Prieta, Nogales, has been extended a year from Aug. 1, 1962, according to *Diario Oficial*.

The majority of imports into this area are duty-free, but under the decree the Government may collect import duty on merchandise not considered necessary for economic development of the area, even if similar articles are not produced there.

The requirement for a prior import permit for certain items may be extended to include imports into the free perimeters. The tendency during the last year has been to increase the number of articles subject to duty or to import-permit regulation.

This free perimeter, encompassing Agua Prieta and its immediate surroundings, became operative Aug. 1, 1949, for 10 years. A 3-year extension was granted beginning Aug. 1, 1959. The zone was originally established to facilitate importation because the locality was remote from Mexican supply sources.

Costa Rica's protective wall raised to new high

Costa Rica has amended its Law of Industrial Protection and Development (FOREIGN COMMERCE WEEKLY, Nov. 2, 1959, p. 6) to provide additional protection to local industry, according to the U.S. Embassy in San Jose.

The import tax on foreign products competing with those of domestic firms granted benefits under the 1959 law will in no case be less than 75% of the cost, insurance and freight value. The law provides for a tax 3 times the duty on imports of foreign merchandise similar to that produced nationally. If the tripled duty does not total 75% of c.i.f. value the 75% ruling becomes effective.

Local manufacturers have complained that the tripled tariff did not offer them sufficient protection from foreign competition. The 75% ruling, effective from September 28, virtually eliminates any possibility of competition with local industry.

Turkey eases controls on Bank-blocked lira funds

Turkey has modified foreign exchange curbs on use by foreign investors of lira funds blocked with the Central Bank of Turkey. (These funds were blocked as the counterpart of debts consolidated under the May 1959 multilateral payments settlement agreement.)

The new provision states that if an enterprise set up partly with blocked funds earns foreign exchange from exports or invisible transactions, part of the profits accruing on the blocked fund investment may be transferred abroad, even if the transfer date for the blocked funds has not yet been reached.

Profits of such enterprises may be transferred out of the foreign exchange income at the rate of 25% of the blocked funds which are invested but not yet due for payment. The original decree provided that no profits on blocked fund investments could be transferred before the debt payments were due.

AUSTRIAN POULTRY

Austria has become the fifth largest poultry importer in the world. Its foreign purchases in 1961 showed a 25% increase over the preceding year and reached about 6,000 metric tons, largely due to a less restrictive licensing policy. The U.S. has become one of Austria's important suppliers of frozen poultry.

Iraq seeks bids for project at university

Central heating plant, water tank among material required

The Iraq Ministry of Works and Housing invites bids from building and civil engineering contractors registered in Iraq for the construction of Phase III, University of Baghdad project.

The work will consist principally of a central heating plant, water tank, river pump house and site work, maintenance administration and warehouse building, and a service road and gate house.

Bidding contractors will be required to furnish complete tenders which will include all principal civil works as well as mechanical, electrical and sanitary installations.

Incomplete tenders will be disregarded.

Contractors should have had previous experience in the execution of works of a similar nature, and only such contractors should apply for the documents.

Price of a complete set of tender documents (2 copies of contract conditions, specifications and bill of quantities, and 1 copy of the drawings and details) is $364.

The tender shall be accompanied by a preliminary deposit of $280,000, which shall be received in cash or covered by a letter of guarantee from an approved bank in Iraq.

The tender documents and drawings may be inspected and purchased at the following offices:

Directorate General of Buildings (4th Technical Div.), Sadoon St., Samhiry Bldg., Baghdad.

The Architects Collaborative International, Ltd., 126, Via Nomentana, Rome, Italy.

The Embassy of Iraq, Washington, D.C.

Bids must be submitted to the Secretary, the Tender Committee, Ministry of Works and Housing, Baghdad, Iraq, in a sealed envelope marked "Tender for Contract No. III, University of Baghdad Project," on or before 12 noon local time April 9th, 1963, together with a letter under separate cover indicating capabilities of firm, current capacity, methods and procedures for this project, last financial statement and articles of association contemplated for this project.

NATO project in Italy opened to U.S. bidders

A project in Italy has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project, reference 9978, calls for implementation of the telephone and remote control connection of the new radio transmitting center at Capodichino Maritime Airbase.

Those interested in bidding should submit applications on a prescribed form before Nov. 12 to Ministero Difesa—Aeronautica, Ispettorato Telecomunicazaioni ed A.V. Ufficio NATO-UEO, Viale Castro Pretorio, Roma, Italy, referring to the project reference number.

The prescribed forms are available to eligible U.S. firms from the Trade Opportunities Staff, BDSA 111, U.S. Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Trade Opportunities Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Reinforced concrete pipe requested by Hong Kong

The Colonial Secretariat of Hong Kong has invited bids for 66 in. diameter spun reinforced concrete pipe. The quantity includes 120 pieces of 10 ft. straight pipes plus bends, collars and fittings.

Bids must be delivered in duplicate to the Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd. Hong Kong, before noon Nov. 16.

Bid documents and specifications may be inspected at the Building Materials and Construction Industries Division, Room 4002, U.S. Department of Commerce, Washington 25, D.C.

Bids sought in Pakistan for power transformers

Bids have been requested by the West Pakistan Water & Power Development Authority for 564 transformers of various sizes covered by tender T-79-29. Bid deadline is Nov. 13.

Specifications are available for review at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C., or from Miner and Miner International, Inc., P.O. Box 548, Greeley, Colo. The tender is worldwide, under DLF financing.

Diesel or turbo-generator called for by Guatemala

Bids have been requested in Guatemala for supply and installation of 1 diesel-electric generating unit, 1,800 kw.; indoor stationary unit; tools; repair parts; training of personnel; and accessories. An alternate offer will be accepted for a turbo-generator.

Bid deadline for tender 10-62 is Nov. 20.

Specifications may be obtained from Instituto Nacional de Electrificación, Edificio "Lubia," 4a. Calle 5-10, Zona 1, Guatemala City, Guatemala, C.A. Correspondence in Spanish is preferred.

Indian firm seeks brake, clutch lining materials

An Indian firm wants to purchase the following materials for the manufacture of brake and clutch linings:

Long staple raw asbestos fibers for woven linings, raw asbestos fibers for molded linings, asbestos mill board, brass wire, zinc wire, 36 and 38 SWG with minimum 25% elongation, formaldehyde solution 40% gravity, metacresol 30% gravity, North American wood oil, asbestos besconus oil, flexible varnish black bitumastic, complete machinery for spinning raw asbestos into yarn, complete machinery for manufacturing molded brake and clutch linings, and redux bonding material.

The firm, Bramec-Suri Pvt., Ltd., S. P. Mukeriee Rd., Delhi 6, requests samples of each of the above materials, detailed literature on the machinery, and price quotations c.i.f. Bombay. A WTD report dated Sept. 26 is available on this firm.

Bids for power project requested by Colombia

The Empresas Públicas de Medellín (municipal corporation for telephone, electric and water services) invites bids on civil construction connected with the Guadalupe III Power Project. This project is located in Guadalupe, Antioquia, Colombia.

Text of an invitation to bid, in Spanish, may be obtained from the Building Materials and Construction Industries Division, Room 4002, U.S. Department of Commerce, Washington 25, D.C.

Bids will be received at the offices of the Empresas Públicas de Medellín up to 5 p.m. Dec. 19.

Indian Government requests chromatographic apparatus

India has invited bids for a complete chromatographic apparatus, including two-pen recorder, samplers and columns, plus a 2-year supply of spare parts. The tender also includes chemicals, packing materials and greases in varying quantities.

Bid deadline is Nov. 20. Bids are to be addressed to the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where copies of tender and specifications may be obtained free of cost. Requests should cite tender enquiry SE-572.

Bids invited in Australia for cotton ginning plant

Australia has requested bids for the supply, supervision of installation, and maintenance of a cotton ginning plant. Bids must be received by Dec. 11.

The gin will be located in the new townsite of Kununurra, the industrial and administrative center of the Ord Irrigation area. The seed cotton supplied to the ginnery will be mechanically picked and will be mostly of the Deltapine and Rex varieties with 31/32 to 1-1/8" staple.

The gin shall have a capacity of five to six 500-lb. bales of lint cotton per hour initially and be capable of expansion to 10 or 12 bales per hour. Electric motors will power the individual units rather than a line shaft system.

The following will be carried out by others: supply and erection of buildings, outside storage facilities, electrical equipment including motors, exhaust equipment, water system, and transport from Wyndham to Kununurra.

Copies of the tender may be obtained from the Minister for Works, Public Works Department, St. George's Place, Perth, Western Australia, for $4.50, plus $3 for air parcel post.

The specifications are available on a short loan basis from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-5589.)

Greece Agricultural Bank seeks fertilizer supply

The Agricultural Bank of Greece is inviting bids for over $20 million of fertilizers as follows:

Total of 51,000 metric tons of nitrogen in "ammonium form" (ammonium sulfate, synthetic white crystalline or coke oven, or granular ammonium sulfate-nitrate); 33,700 tons in "nitro-ammonium form" (ammonium nitrate); 3,150 tons in "nitrate form" (calcium ammonium nitrate, sodium nitrate or calcium nitrate); 18,400 tons P_2O_5 as triple superphosphate or single superphosphate; 100,000 tons ammonium phosphate, 16-20-0 or 16.5-20-0; and 6,000 tons potassium sulfate.

Bids must be submitted by noon Nov. 6 to the Agricultural Bank of Greece, Athens. The fertilizers are to be delivered in varying periods between April 1 and Dec. 15, 1963.

Copies of specifications are available for loan to firms located in the U.S. from the Chemical and Rubber Division, Room 4418, BDSA, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2008.)

Bid deadlines extended for Greek NATO project

The deadlines for submitting bids for the supply and installation of electronic telecommunication equipment at Souda Bay Airfield, Crete, have been extended as follows:

VHF equipment from Oct. 28 to Nov. 19.

UHF equipment from Oct. 30 to Nov. 20.

Flight controls console and facsimile equipment from Oct. 31 to Nov. 21.

The project was reported Aug. 21. Copies of the bid announcements are available on loan to eligible U.S. firms from the Trade Opportunities Staff, BDSA 111, Room 4016, U.S. Department of Commerce, Washington 25, D.C.

Communications equipment bids requested by Iran

The Imperial Iranian Army Signal Department of Tehran has invited bids for a 100 line, 10 trunk automatic telephone switchboard, cross bar, motor selector, or equivalent with associated instruments, batteries, and power supply.

Bid deadline is Nov. 13 at the Embassy of Iran, 3005 Massachusetts Ave., NW., Washington 8, D.C.

A copy of the specifications and bidding information is available to firms in the U.S. on loan from the Communications Industries Division, Room 4019, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Kuwait Government seeks U.S. exhibit specialist

The Government of Kuwait Ministry of Finance and Economy is seeking the professional services of a U.S. firm specializing in planning to set up Kuwait's pavilion in the forthcoming New York World's Fair.

Interested firms should communicate directly with Abdul Wahab Mohammad in the Ministry of Finance, Kuwait, with copies to the Kuwait Embassy, Shoreham Hotel, Washington, D.C., and to the U.S. Embassy in Kuwait.

Railway trolley support equipment asked by India

India has requested bids for the supply and erection of 70 miles of 25 kv., a.c., 50-cycle, single-phase overhead railway trolley support equipment, reference D/ENQ/565. Bid deadline is Dec. 22.

Specifications for reference are available at the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. A non-refundable fee of $21 is required with each bid.

NEW TAIWAN TAX LAW

Taiwan's revised Commodity Tax Law, which went into effect on August 15, is designed to eliminate overlapping taxation and simplify tax procedures. The law also provides for separate taxation for liquids and containers, abolition of the defense surtax on gasoline and diesel oil, inclusion of new products such as polyvinylchloride products and rubber goods as taxable items, and partial adjustment of commodity tax rates.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

★ **indicates additional information on the export, import or international representation opportunities may be reviewed or borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.**

★★ **indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.**

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

013 Livestock Farms

Taiwan

Dairy cattle; specifications.★ Chou Yi-shuan, Farm Manager, Tung Shan Dairy Co., Ltd., Sixth Fl., 117 Heng Yang Rd., Taipei.

196 Small Arms Ammunition

Philippines

Renewable and nonrenewable cartridge fuses. Direct purchase and agency. Philippine United Sales Co. (importing distributor), Ground Fl., Yuchengco Bldg., 490 Rosario St., Manila. WTD 5/16/57.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Burma

Tomato paste or puree, 100,000 lb. annually; packing: 7 lb. to 4 gal. tins. U Tha Hla, General Manager, Burma Fisheries, Ltd. (subsidiary of Burma Economic Development Corp., a semi-government organization), Bogalay Bazaar Bldg., Rangoon.

Jamaica

Frozen fruits and vegetables; requests replies from produce exporter in New Orleans area. Direct purchase and exclusive agency. H. M. Brandon & Co., Ltd. (importing distributor, manufacturer's agent), 38a Harbour St., Kingston. WTD 3/22/62.

207 Beverage Industry Products

Colombia

Whiskey. Leon Cybul, Importadora Leda (importer, wholesaler, retailer), Aptdo. Aéreo 120, San Andres Isla. WTD 10/2/62.

209 Miscellaneous Foods

Australia

Immediate need for 50 tons soy meal 50% protein; requests quotations c.i.f. Fremantle; soy bean oil, cotton seed meal, cotton seed oil. R. E. Meyer & Co. (importer, exporter, mercantile agent), 143 William St., Perth. WTD 11/4/60.

211 Cigarettes

Colombia

U.S. cigarettes. Leon Cybul, Importadora Leda, (importer, wholesaler, retailer), Aptdo. Aéreo 120, San Andres Isla. WTD 10/2/62.

220 Textile Mill Products

Australia

All types of upholstery and furnishing fabrics; all types, styles and qualities of upholsterer's sundries. Direct purchase and agency. P. Rowe Pty., Ltd. (importing distributor, manufacturer's agent), 297-299 Castlereagh St., Sydney. WTD 6/12/62.

England

Synthetic pile fabrics; materials for manufacture of men's ties, such as synthetic, rayon, silk and all other fabrics in any width; cotton tie linings; requests price quotations f.o.b. steamer at U.S. port; goods are required for export to Australia and New Zealand. Jepson, Bolton & Co., Ltd. (export buying agent), 120 Moorgate, London, E.C.2. WTD 9/26/62.

Rhodesia, Nyasaland

Cotton and synthetic fiber dress materials, price range approximately $0.42 to $0.84 a yard (3/-d to 6/-d); particularly job lots and close outs. Belmar Fashions (manufacturer, importer), P.O. Box 1365, Bulawayo, Southern Rhodesia. WTD 10/4/62.

Saudi Arabia

Cotton and synthetic seconds, remnants and mill end pounds textiles. National Laundry, Proprietor A. & E. Salman Almatrood (importer, wholesaler, and owner of public service laundry), Azizyah St., Alkhobar. WTD 9/30/62.

Tunisia

Cotton and rayon textiles, remnants, stock ends, closeouts; 40 metric tons. Haim Guez (importer, wholesaler), 41 rue des Maltais, Tunis. WTD 10/8/62. Mr. Guez will arrive in U.S. the end of October for 3-4 weeks, he may be reached through U.S. Department of Commerce New York Field Office.

221 Broad Woven Fabric Mills, Cotton

Germany

Cotton gray cloth; requests replies only from U.S. weaving mills which are located on East Coast and possibly in neighborhood of seaports. J. Sztylerman (importer, exporter and wholesaler), 24 Spichernstrasse, Duesseldorf. WTD 9/6/61.

223 Broad Woven Fabric Mills, Wool

Philippines

★★ Woolen suiting closeouts, 50,000 yards. United Asia Merchandising Corp., 594 Juan Luna, Manila.

241 Logging Camp Products

Philippines

Street lighting poles. Direct purchase and agency. Philippine United Sales Co. (importing distributor), Ground Fl., Yuchengco Bldg., 490 Rosario St., Manila. WTD 5/16/57.

261 Pulp Mill Products

Canada

Wood pulp, especially semi-bleached qualities. The Global Trade Co., P.O. Box 314, North Bay, Ont.

262 Paper Mill Products, Except Building Paper

Ceylon

● Paper for printing of bus passenger tickets; 560 reams m.g. cover paper, orange color; 2,600 reams unglazed tinted printing paper; 2,600 reams unglazed white newsprint. Sealed bids to be submitted to Ceylon Transport Board, Colombo. Tender closes Nov. 14. Prospective bidders should contact their representatives in Ceylon for details and specifications of tenders or Ceylon Transport Board.★ (WO 7-3530.)

264 Converted Paper, Paperboard Products

Congo, Republic of

● Smooth textured board, 2,100 sheets, approximately 30" x 20", 357 grams per sq. meter; 400 hand blotters; 1,650 stenographic pads; 800 rolls gummed kraft paper; and 1,100 meters of polyvinyl chloride. Tender 3432/16/62, bid deadline Nov. 29. Ministry of Finance, Republic of the Congo, General Supply, P.O. Box 3045,

Leopoldville/Kalina. Specifications in French. Correspondence preferred in French. ★ (WOrth 7-3003.)

Italy

Woven paper of various designs and colors for covering automobile seats and automobile seatcovers; samples and quotations c.i.f. Italian port requested. Autoforniture M.A.R.A. (wholesaler), Vicolo della Moretta 13, Rome.

Kenya

Paper bags. United Marketing Co. (marketing agent, importing distributor, manufacturer's agent), P.O. Box 579, Nairobi. WTD 9/19/62.

270 Printing, Publishing, Allied Industry Products

South Africa

Books, periodicals, publications. Direct purchase and agency. AD Products, P.O. Box 1812, Johannesburg.

280 Chemical Products

Pakistan

■ Chemically reactive dyes. Loan 53; U.S. source. IL#191164. Credit amount $12,600. Bid deadline Nov. 22. Arag, Ltd., P.O. Box 178, Khatunganj, Chittagong, East.★

■ Chemically reactive dyes. Loan 53; U.S. source. IL#216837. Credit amount $12,621. Bid deadline Nov. 18. Adamjee Industries, Ltd., Adamjee Chambers, McLeod Rd., Karachi 2. Cable: ADAMJEES.★

■ Chemically reactive dyes. Loan 53; U.S. source. IL#180466. Credit amount $43,000. Bid deadline Nov. 14. Abdul Hameed Abdul Waheed, P.O. Box 42, Nishter Rd., Sukkur, West.★

281 Industrial Chemicals

El Salvador

● Ammonia solution (specific gravity of 0.925) 1,500 pounds; caustic soda, 500 pounds; creolin disinfectant, 1,375 pounds; solid white petrolatum, 2,000 pounds; liquid white petrolatum, 275 gallons; Tenders 119-A(62) and 124-A(62); bid deadline Nov. 7. Proveeduria General de La República, San Salvador.★ (WOrth 7-2008.)

Morocco

Citric acid, glucose, chemical flavorings. Graphichimie (wholesaler, retailer), 62 rue d'Ifni, Casablanca. WTD 9/27/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Bermuda

Polyethylene for use in damp proofing concrete floors. Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

283 Miscellaneous Chemical Products

Pakistan

■ Color mixes and new specialty chemically reactive dyes of I.C.I. Loan 53; U.S. source. IL#196588. Credit amount, $30,000. Bid deadline Nov. 12. General Dyestuff Corp., 30-N Gulberg, Lahore. Cable: DYESCHEM, Lahore. ★

■ Polyethylene, approximately 31,700 lb. Loan 53; U.S. source. IL#187233. Credit amount, $7,917. Bid deadline Nov. 17. Weather-proof Packing Materials Industries, 194 A&B Industrial Area, Tejgaon, Dacca 8.

■ Various colors and quantities of coal tar dyes. Loan 53; U.S. source. IL#211993. Credit amount, $17,640. Bid deadline Nov. 13. Sharif & Co., Suleman St., Weaver Lane, Karachi 2. Cable: KHAKSAR. ★

■ Direct deep black cone; Napthol AS, ASBS, ASG, ASBO; indigo 60% grains; alizarine red lumps; acramine green FB extra; vat pink R; indigosol; microdisperse vat yellow 4R, ultra disperse color; vat brill, green 2G, green FFB, vat blue RSN; vat violet 2RB; vat yellow GC. Loan 53; U.S. source. IL#228978. Credit amount, $7,507. Bid deadline Nov. 12. Gul Ahmed Textile Mills, Ltd., Momin Manzil, Jodia Bazar, Karachi 2. Cable: ABADMILLS, Karachi. ★

■ Zinc ammonium chloride double salt for pickling steel pipes before galvanizing. Loan 53; U.S. source. IL#226208. Credit amount, $17,833. Bid deadline Nov. 13. Hyesons Steel Mills, Ltd., El-Markaz, Bunder Rd., Karachi 3.

■ Crystalline sodium penicillin U.S.P., 1775 billion units approximately; dihydrostreptomycin sulphate U.S.P., 1100 kilo base approx.; streptomycin sulphate U.S.P. 2100 kilo base approx. Loan 53; U.S. source. IL#175323. Credit amount. $146,490. Bid deadline Nov. 11. Glaxo Laboratories (Pakistan), Ltd., P.O. Box 4674, Karachi 2. Cable: GLAXOLABS, Karachi. ★

■ Polyvinyl chloride P.V.C. compound, insulating grade red, white, sheathing grade gray, black. Loan 53; U.S. source. IL#213915. Credit amount, $65,202. Bid deadline Nov. 10. Pakistan Cables, Ltd., B/21, S.I.T.E. Manghopir Rd., Karachi 16. Cable: CABLEMEN.

■ Anthrosol, IBL, brown IBR, grey IBL, Olive Green IR, violet ARR golden yellow IRK, golden yellow ICK or counter; indenthrene, brill green FFB U/C. Pd., violet RR U/C., pink R, blue RSN, brown R, brown BR, magenta, dark blue BO; procian brill, red 5BS, blue RS, blue H7GS, yellow 6GS, yellow RS, orange RS; acramine, rodamine B EX 500%, chrysephonine, solar, pyrasol. Loan 53; U.S. source. IL#216523. Credit amount, $7,350. Bid deadline Nov. 12. Fateh Mohd Ismail & Co., 12 Khatau Market No. 2, Karachi 2. Cable: LITECOLOR.★

■ Sulphathiazole powder B.P.C.; sulphaguanidine powder, B.P.; sulphadiazine powder B.P.; sulphanilamide powder B.P.C.; chloroquine phosphate, B.P.; aspirin B.P. crystals; zinc oxide B.P., quinine sulphate B.P. Where B.P. or B.P.C. is mentioned an equivalent U.S.P. standard will be acceptable. Loan 53; U.S. source. IL#202324. Credit amount, $9,391. Bid deadline Nov. 15. Boots Pure Drug Co. (Pakistan), P.O. Box 127, 5-Mall Mansions, The Mall, Lahore. Cable: DRUGBOOTS, Lahore.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Colombia

Perfumes. Leon Cybul, Importadora Leda (importer, wholesaler, retailer), Aptdo. Aéreo 120, San Andres Isla. WTD 10/2/62.

Japan

Nail polish. Wako Trade Co., Ltd. (Wako Boeki, Yugen Kaisha), (export-import trading company), Ishikawa Bldg., 2 Yuraku-cho 2-chome, Chiyoda-ku, Tokyo. WTD 9/1/61.

Korea

● Zinc phosphide (79.5%-80.5%)—antimony potassium tartrate (19.5%-20.5%), 61,420 ounces, estimated acquisition cost $9,600. Bid deadline Nov. 5. Office of Supply, Government of the Republic of Korea, Seoul.★ (WOrth 7-3910.)

Sweden

Cosmetics of all kinds. AB Adeceka (wholesaler and agent), Fabriksvägen 2, Solna. WTD 12/16/57.

287 Agricultural Pesticides

Iran

● Zineb (zinc ethylene bisdithiocarbamate), 320 metric tons; maneb (manganese ethylene bisdithio-carbamate), 100 metric tons, deadline Nov. 21. Iranian Tobacco Monopoly, Tehran.★ (WOrth 7-3910.)

289 Miscellaneous Chemicals

Japan

Oil additives for refinery use. Higuchi Oil Co., Ltd. (Higuchi Shokai, K. K.), (importing distributor), Room 606 Naka 28th Bldg., Marunouchi 1-chome, Chiyoda-ku, Tokyo.

Libya

Oil well "loss of circulation" materials, such as muds, mica, and similar items. Direct purchase and agency. Ogbi Bros. (manufacturer's agent, importer, exporter, contractor), State Office Bldg., P.O. Box 657, Shara Tehran, Tripoli. WTD 8/20/62.

295 Paving, Roofing Materials

Philippines

Asphalt-impregnated waterproofing felt. Direct purchase and agency. Smith, Bell & Co. (importing distributor, manufacturer's agent, manufacturer, exporter), P.O. Box 311, Manila. WTD 1/10/62.

306 Fabricated Rubber Products

Republic of Congo

● Transparent adhesive tape, 9,700 rolls, various sizes. Tender 3432/15/62, bid deadline Nov. 24. Ministry of Finance, Republic of the Congo, General Supply Services, P.O. Box 3045, Leopoldville/Kalina.★ (WO 7-3381.)

307 Miscellaneous Plastics Products

West Germany

Plastic substitutes for sheet and flat glass for construction purposes. Requests replies in German. G. F. Schweikert KG. (manufacturer, wholesaler, importer), 71 Heilbronn a. Neckar, 35 Weipertstrasse.

321 Flat Glass

West Germany

All kinds of sheet and flat glass for construction trade. Requests replies in German. G. F. Schweikert KG., (manufacturer, wholesaler, importer), 71 Heilbronn a. Neckar, 35 Weipertstrasse.

322 Glass, Glassware

Iran

● Red and white optical glass lenses for tail lamp of trains; 5⅜ in. focus; 1,000 pieces. Tender 41/68, bid deadline Nov. 18. Purchasing Department, Iranian State Railways, Tehran.★ (WO 7-4370.)

Iraq

● Supply of veterinary instruments and articles; 32 different articles, various quantities of each item, including such items as sereological pipettes, funnels, flasks, glass syringes, measuring cylinders, and beakers. Bid deadline Dec. 9. Directorate General of Veterinary, Central Foreign Purchasing Board, Baghdad.★ (WO. 7-4370.)

326 Pottery, Related Products

Philippines

Vitreous china plumbing fixtures. Direct purchase and agency. Smith, Bell & Co. (importing distributor, manufacturer's agent, manufacturer, exporter), P.O. Box 311, Manila. WTD 1/10/62.

331 Steel Mill Products

Iraq

● Wire ropes for excavators; tender 183/62, bid deadline Nov. 15. Terms and specifications available from Purchase and Tender Office, Iraqi Ports Administration, Basra, for $2.80 (1 dinar).

Pakistan

■ CRCA sheets and cutting thereof, 10 to 20 gauge, any sizes; m.s. and g.i. wire and shorts thereof, BWG 3 to 14 nos. Loan 7; U.S. source. Bid deadline Nov. 10. S/A No. RM 033094. Pakistan Sheet Metal Works, Katchhi Gali, 3, Marriot Rd., Karachi.

■ Cold rolled close annealed mild steel sheets, 100% commercial quality, pickled and oiled, quality conforming to ASTM designation A-366-58T, but surface must be bright, size 3′ x 8′ and/or 3′ x 6′ in gauges USG 12, 14, 16, 18 and 20; 100% prime quality galvanized wire conforming to Standard ASTM in gauges BWG 3, 6, 8, 10. Loan 7; U.S. source. S/A No. RM 033087. Credit amount, $27.814. Bid deadline Nov. 11. R. B. Khokhar Metal Works, Marriot Rd., Karachi. ★

■ Machine cast foundry grade I pig iron of U.S. origin, analysis, 3.0/4.0%, Si. 3.0/3.5%, Phos. 0.30/0.50%, Sulf. 0.05% max. + .0% max. Loan 7; U.S. source. S/A No. RM 039665. Credit amount, $5,733. Bid deadline Nov. 12. Triumph Works, 69 The Mall, Lahore.

■ Prime electrolytic tinplate BW, 100 lb. coating 0.25 and 0.50, temper 3, size 21″ x 30″, about 50 tons; electrolytic tinplate, gold lacquered one or both sides, matt or bright reverse BW, 100 lb. crown cork quality, suitable for manufacture of crown corks, about 25 tons; crown cork misprinted tinplate, gold lacquered, one side misprinted or plain other sides size 20″ x 28″ and larger, about 25 tons; crown cork tinplate strips, gold lacquered, one side temper 3, BW 100 lb., about 25 tons. Loan 7; U.S. source. S/A No. RM 033095. Credit amount, $21,714. Bid deadline Nov. 12. Jilani Industries, Manghopir Rd., Karachi 16.

■ CRCA Sheets, gauge 14, 16, 18, 20, 22, 26, 28 and 30, about $6,000; m.s. black wire, gauge 4, 5, 6, 8 and 10, about $1,000; spring steel wire bright, gauge 12, 13, 14, 15, 16, 17, 18, 19, 20, 22, 24, 26, 28, 30 and 32, $2,000; g.i. wire, gauge 4, 6, 8, 10, 12, 14, 28 and 30, about $1,669. Loan 7; U.S. source. S/A No. RM 035621. Bid deadline Nov. 17. Karachi Industrial Corp., Juna Dhobi Ghat, Padshahi Rd., Karachi. Cable: AMERICANO, Saddar.

■ M.S. strip, 10 SWG, width 5″ in coils for manufacturing g.i. pipe, $5,500; m.s. strip, 10 SWG, width 8¾″ in coils for manufacturing g.i. pipe, $3,000; m.s. strip, 10 SWG width 7″ in coils for manufacturing g.i. pipe, $2,000. Loan 7: U.S. source. S/A No. RM 039671. Credit amount, $10,500. Bid deadline Dec. 31. Miansons Rolling Mills & Pipe Industries, G. T. Rd., Gujranwala, West. Cable: MIAN.

■ Cold rolled steel sheets, prime quality, to ASTM A366-58T metal packages; hot rolled steel sheets, eagle brand prime quality mill edge unwrapped lifts; hot rolled strips, prime quality mill edge bare coils. Loan 7; U.S. source. S/A No. RM 033091. Credit amount $8,148. Bid deadline Nov. 19. Rehman Industries, 11 Alidina Ali Mohammad Rd., Near Municipal Office, Karachi.

■ Centrifugally cast iron pipes, nominal diameter, 3″, 17208 rft; 4″, 5736 rft; 6″, 19,056 rft; 8″, 4080 rft; 10″, 648 rft. Loan 6; worldwide. Va-2-ICA/65925/DLF/62. Bid deadline Nov. 20. Director General of Supply & Development, Frere Rd., Karachi. Specifications may be obtained from Embassy of Pakistan, 2325 Massachusetts Ave., NW., Washington, D.C.

■ Electrical silicon steel sheets, insulated on both sides, maximum core loss 1.07 watts per pound at 10,000 gausses and 50 cycles, size 36x 96x .0185″ thickness; foundry grade machine cast pig iron and die steel. Loan 7; U.S. source. S/A No. RM 025292. Credit amount $10,080. Bid deadline Nov. 15. National Metal Works Regd., Post Office S. A. Fan, Gujrat.★

■ G.P. sheets, commercial quality, 1.25 oz. per sq. ft.; m.s.b. sheets, CRCA commercial quality; m.s. joists, commercial quality in 30 to 40 ft. length; m.s. angles, commercial quality in 30 to 40 ft. length; m.s. angles, commercial quality in 30 to 40 ft. lengths. Loan 7; U.S. source. S/A No. RM 035724. Credit amount $144,690. Bid deadline Nov. 17. Hyesons Commercial & Industrial Corp., El-Markaz, Bunder Rd., Karachi 3. Cable: HYLAMP, Karachi.★

■ Bright hard soap-drawn mild steel wire, analysis. C. 0.10% max., Si., in traces; Mn. 0.45 to 0.60%, P. 0.025% max., S., 0.025% max., SWG 6, 4.87 dia., 95 tons; SWG 8, 4.06 dia., 50 tons Tolerances max. + 0.01, min. 0.02 mm. Quotations without any packing. Loan 7; U.S. source. S/A No. RM 035709. Credit amount $31,500. Bid deadline Nov. 17. Pakistan Welding Electrodes, Ltd., Plot No. 19/E, S.I.T.E., Karachi 16 Cable: PAWELECTRO.

■ Prime electrolytic tinplate, matte finish, coating 0.50 size 21 x 30″ gauge, 30 basic weight 107 lb.; prime electrolytic tinplate matte finish, gold lacquered coating 0.50 size, 21 x 30″, gauge 30, basic weight 107 lb., electrolytic tinplate cork misprint, size 21 x 30″ and larger, gauge 30, basic weight 107 lb. Loan 7; U.S. source. S/A No. RM 033096. Credit amount $16,044. Bid deadline Nov. 17. Mazda Industries, Mama Rd., Off Lawrence Rd., Karachi 3. Cable: CROWNCORK.

■ Electrolytic tinplate waste waste 18 x 24″ and larger, mostly 20 x 28″ and larger, predominantly 107 lb. base weight assorted to sizes and gauges, bright or matte finish; g.p. sheets 8 x 3′ x 20G and 8 x 3′ x 24G; hard drawn spring steel wire 80/95 tons tensile strength in catch weight coils, 13 and 14 gauge; galvanized iron wire, 10, 13, and 14 gauge. Loan 7; U.S. source. S/A No. RM 035623. Credit amount $8,296. Bid deadline Nov. 17. Lotia Industries, B/45, S.I.T.E., Manghopir Rd., Karachi. Cable: RELIGION.

■ CRCA plain sheets, thickness 20G, sizes width 2′, 4′, length 6′, 10′. Loan 7; U.S. source. S/A No. RM 033098. Credit amount $6,044 Bid deadline Nov. 18. Yusuf Industries, Lawrence Rd., Karachi. Cable: OVERSTEEL.

■ Mill accumulations, tinplate, electrolytic, unassorted primes quality tin coating 0.75 lb. in various sizes and substances in original mill packing; tinplate, cold reduced quality, hot dipped tin coating 1.25 lb. pot yield, primes unassorted quality in various sizes and substances, in original mill packing.

Tinplate, electrolytic and hot dipped, waste waste quality in original mill packing, tinplate, cold reduced electrolytic, 0.75 lb. tin coating, primes unassorted; tinplate cold reduced quality, hot dipped tin coating, 1.25 lb. pot yield, unassorted primes. Loan 7; U.S. source. S/A No. RM 035622. Credit amount $290,240. Bid deadline Nov. 9. Hashimi Can Co., Ltd., B/24, Sind Industrial Trading Estate, S.I.T.E., P.O. Box 3608, Karachi 16. Cable: HASHIMICAN, Karachi.★

■ Mild steel sheets, CRCA, bright, pickled and oiled, commercial quality, according to ASTM 366-58T size 8 x 3′, packed in water proofed paper lined metal containers of about 6,000 lb.; mild steel sheets, hot rolled, close annealed, commercial quality, according to standard American specifications, size 8 x 3′ packed in unwrapped bare bundles of about 6,000 lb.; mild steel galvanized iron wire, soft bright, commercial quality, according to standard American specification in bare catch weight coils of about 125/150 lb. Loan 7; U.S. source. S/A No. RM 033086. Credit amount $24,474. Bid deadline Nov. 17 Rehman Hardware Industries, 160/4 Marriot Rd., Karachi.★

Philippines

Rigid steel conduit pipes, sizes ½″ to 5″. Direct purchase and agency. Philippine United Sales Co. (importing distributor), Ground Fl., Yuchengco Bldg., 490 Rosario St., Manila. WTD 5/16/57.

332 Iron, Steel Foundry Products

India

Rough machined forged steel shafts from Acid Siemens Martin open hearth steel having tensile strength of 30/38 tons per sq. in., elongation on 2″ not less than 50%, yield point not less than 18 tons per sq. in., average analysis of carbon 0.25%, silica 0.25%, manganese 0.5% and chromium contents 0.30%; requests details, technical data, earliest delivery date and c.i.f. Indian port price quotations. The Indian Sugar & General Engineering Corp., Ltd. (importer, manufacturer), P.O. Yamunanagar, Ambala, Punjab. WTD 10/3/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

England

Insulated wires and cables, polvethylene sheathed, and other specialist wires and cables. J. Day & Co. (Derby Works), Ltd. (manufacturer), Abbey Wood, London, S.E.2. WTD 7/19/57.

Germany

Light metal aluminum slats in rolls; requests replies in German. Direct purchase and agency. Josef Mueller Kg, Holz-und Kunststoffverarbeitung (manufacturer, exporter), 38 Subbelrather-Str., Koeln-Ehrenfeld. WTD 9/28/62.

India

Brass tubes: solid drawn best quality, seamless, guaranteed 70/30 alloy, metallurgically designed not to season, crack or dezincify with both ends annealed; requests details, technical data, earliest delivery date and c.i.f. Indian port price quotations. The Indian Sugar & General Engineering Corp., Ltd. (importer, manufacturer), P.O. Yamunanagar, Ambala, Punjab. WTD 10/3/62.

Iraq

● Varying amounts and forms of materials used in dry cell battery production including zinc sheet and blanks, solder, tin and nickel anodes, brass strip, copper wire, manganese, graphite, ammonium chlor- and other chemicals and sundry miscellaneous products. Tender PROD/4/3/62, bid deadline Nov. 21. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. (WOrth 7-2684)

Libya

Electric and telephone cables and conduits. Direct purchase and agency. Ogbi Bros. (manufacturer's agent, importer, exporter, contractor), State Office Bldg., Shara Tehran or P.O. Box 657, Tripoli. WTD 8/20/62.

Thailand

● Aluminum conduits, accessories and fittings. Tender 45/2505. Bid deadline Nov. 9. The Provincial Electricity Authority, Samsen, Bangkok, Thailand.★ (WO 7-2181.)

342 Cutlery, Hand Tools, General Hardware

Canada

Hand tools and accessories of all types suitable for established hardware and department store outlets; requests replies from manufacturers only. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C.

Germany

Hardware and accessories for venetian blinds; requests replies in German. Direct purchase and agency. Josef Mueller KG., Holz- und Kunststoffverarbeitung (manufacturer, exporter), 38 Subbelrather-Str., Koeln-Ehrenfeld. WTD 9/28/62.

Iraq

● Round mouth shovels, 8,000; pickaxes, 8,000; wood handles, 16,000; metallic woven tapes, 200. Tender ORD/88/1962, bid deadline Nov. 12. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (WOrth 7-5589.)

Netherlands

Hand tools and accessories for garages. N.V. v/h van Heck & Co. (importing distributor), 54 Scheepmakershaven, Rotterdam 1. WTD 7/30/62.

Philippines

Lock sets. Direct purchase and agency. Smith, Bell & Co. (importing distributor, manufacturer's agent, manufacturer, exporter), P.O. Box 311, Manila. WTD 1/10/62.

343 Heating Apparatus

Philippines

★★ Toco or similar high frequency induction heat treating furnace, capacity diameter from 1 through 28 in.; used A-1 guaranteed equipment. Philippine Machinery Parts Manufacturing Co., Inc. Vito Cruz Extension, Makati, Rizal, Manila.

344 Fabricated Structural Metal Products

Bermuda

Bullnose metal door trim, ⅝" x 2½". Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

Italy

Components of light industrial and agricultural equipment. Giancarlo Giammatteo, Costruzioni Meccaniche (producer of steel and light alloy door and window frames, hydraulically or electrically controlled special hardware, metal fabricator), Via Tiburtina 663, Rome.

349 Miscellaneous Fabricated Metal Products

India

Valves and fittings for low and high pressure water tube boilers evaporation capacity from 20,000-100,000 lb. per hour; requests details, technical data, earliest delivery date and c.i.f. Indian port price quotations. The Indian Sugar & General Engineering Corp., Ltd. (importer, manufacturer), P.O. Yamunanagar, Ambala, Punjab. WTD 10/3/62.

351 Engines, Turbines

Canada

Marine type diesel propulsion engines for fishing boats, new surplus, unused, or reconditioned goods; f.a.s. outgoing port. W. Wainwright's Imports and Exports Reg'd., P.O. Box 13, Val. Morin Station, Que.

352 Farm Machinery, Equipment

Taiwan

Milking machine and dairy equipment specifications.★ Chou Yi-shuan, Farm Manager, Tung Shan Dairy Co., Ltd., Sixth Fl., 117 Heng Yang Rd., Taipei.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Snow throwers, power and/or hand operated. Kurt Buettner (importing distributor), 56 Mercatorstr., Duisburg. WTD 3/29/62.

Greece

● Bid invitations asked for drilling equipment, estimated value $9,000. State Purchases Directorate B', 50 Socratous St., Athens. Tender B/627, bid deadline 1 p.m. Nov. 20. Copies of specifications available from the ACME Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.★ (WOrth 7-5566.)

India

■ Equipment for Sabarigiri Hydro-Electric Project of the Kerala State Electricity Board, 1 kw. short wave transmitter, receiver and radio telephone terminal equipment, 2. Loan 34; U.S. source. Tender HEP.18/62. Bid deadline Nov. 22. Supply of derrick cranes having 45 tons capacity, 2; same, with lifting capacity of 20 tons, 1. Equipment for Sabarigiri Hydro-Electric Project. Loan 34; U.S. source. Tender HEP.34/62. Bid deadline Nov. 20. Office of the Chief Engineer, Civil. Kerala State Electricity Board, P.O. Box 21, Trivandrum 1, Kerala State, S., where tender specifications are available for sale; also available from India Supply Mission, Washington 8, D.C.

■ Two-cu. yd. capacity concrete buckets, 2, for Umian Hydel Project. Bucket to be of 2 cu. yd. wet concrete capacity, suitable for handling by cableways. Should discharge efficiently low-slump, concrete with 6" maximum size aggregate. Vertical center discharge, grout tight and non-jamming double damshell gate. Opening of gate by compressed air at 80 to 100 p.s.i. and self closing. Dual air controlled, weight of bucket not to exceed 2,400 lb. Loan 141; U.S. source. Tender invitation 32. Bid deadline Nov. 15. Office of the Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam. Quotations should be for supply c.i.f. Calcutta, Port India, f.o.b. prices may also be indicated. Send quotations air mail.★

■ Rear dumpers, 2; conventional off highway type, approximately 10 cu. yd., struck capacity, 30,000 lb. pay load powered by diesel engine, of not less than 210 hp. spring mounted drive axle, hydraulic booster steering, complete with cab guard. Body to be of all welded construction with top, side and bottom reinforcements, complete with spares. Loan 157; U.S. source. IL#989748/DLF-157/61. Ref. 41(611)/62-AID-II. Bid deadline Nov. 11. The Associated Cement Cos., Ltd., 121 Queen's Rd., Bombay. Cable: ACCPURCHEZ, Bombay.

■ Twin hook cleaning house crane, per 4TN-1675. Loan 157; U.S. source. Bid deadline Nov. 15. Indian Steel & Wire Products, Ltd., Indranagar P.O., Jamshedpur 8. Rly. Station, Tatanagar, Bihar. Cable: WIREFORMS, Indranagar.

● Spare parts and accessories (mechanical), bids invited until Nov. 27 by India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Tender forms including specifications may be obtained from Mission Reference SE-560, procurement restricted to equipment of U.S. origin.

New Zealand

● Construction machinery: six 1¼ cu. yd. diesel wheel type tractor shovel-loaders, tender SMQ 8750-PW 78/13, bid deadline Nov. 13; four 2 cu. yd. diesel wheel type tractor shovel-loaders, tender SMQ 8751-PW 78/13, bid deadline Nov. 13. Stores Manager, Ministry of Works, P.O. Box 8042, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

United Arab Republic

Motorized crane truck, 5-ton capacity, diesel or gasoline operated; fork lift with pneumatic tires, 3-ton capacity, diesel or gasoline operated; requests catalogues and price quotations in duplicate. Gamal El Din Tantawi, Chairman and Managing Director of El Nasr Wood Working Co. (manufacturer), Nouzha, El Bar el Kibly, Alexandria. WTD 10/8/62.

354 Metalworking Machinery, Equipment

Brazil

One multiple spindle lathe with capacity over 2" hexagonal bars; speed range from 30 to 2,000 r.p.m.; number of cross feeds, 10; range of cross feeds, from 0.035 to 0.8 mm.; number of longitudinal feeds, 10, range of longitudinal feeds, from 0.056 to 125 mm. Metalpecas, Ltda. (manufacturer, wholesaler), Rua Padre Adelino 346, Sao Paulo, SP. WTD 9/17/62.

India

■ Direct reading depth gauges. Loan 157; U.S. source. IL#990359/DLF-157/61/GQ-CG-II. Ref. 41(597)/61-AID.II. Bid deadline Nov. 20. Ruston & Hornsby (India), Ltd., 1 Forbes St., Fort, Bombay 1.

Pakistan

Complete machinery for manufacture of steel pipes and tubes; steel tubes from 4" diameter up to and including 16" diameter; pipes up to 6" diameter to conform to British Standard Specifications 1387 (1957); pipes from 6" to 16" diameter to conform to American Petroleum Institute Standard 5LX-46 or 52 steel. Hyesons Steel Mills, Ltd. (importer, wholesaler), El Markaz, Bunder Rd., P.O. Box 7353, Karachi 3. WTD 2/7/62.

Philippines

★★ Die casting machine for tractor roller and idler oil seals; drop forging hammer for forging roller shells for D-8 tractors; centerless grinder, no. 2 Cincinnati philmatic or similar; vertical turret lathe with maximum 36 in. swing; all used A-1 guaranteed equipment. Philippine Machinery Parts Manufacturing Co., Inc., Vito Cruz Extension, Makati, Rizal, Manila.

Spain

Machine tools; metal stamping machinery; metal working machinery especially for manufacture of screws and nuts. Direct purchase and agency. Requests replies in

Spanish. Establecimientos Industriales Soyma (dealer, wholesaler), Plaza de Victor Chavarri 1, Bilbao.

355 Special Industry Machinery

Australia

Printing presses, machinery and/or equipment for printing and graphic arts industries; injection, blowing and extrusion machinery for plastics materials. Direct purchase and agency. P. Rowe Pty., Ltd. (importing distributor, manufacturer's agent), 297-299 Castlereagh St., Sydney. WTD 6/12/62.

India

■ Auto lathe with standard and special equipment equivalent to Herbert No. 3A. Ref. NSIC/HP/2M-3398/62.

■ Full automatic turret machine, 2½" single spindle, with standard and special equipment equivalent to 'Cleveland', capstan lathe, with standard and special equipment equivalent to Herbert No. 2D, Auto Junior with standard and special accessories equivalent to Herbert. NSIC/HP/2M-3396/62.

■ Automatic spring coiling machine type SC3 with standard and special accessories, equivalent to 'Bennett'; spring maker with standard and special equipment equivalent to Torrington Type W11A. NSIC/HP/2M-3346/62.

■ Spline shaft grinding machine with standard and special equipments equivalent to 'Fritz Werner' Model 3.277; gear deburring machine for gears up to 11" diameter with standard and special equipments equivalent to 'Parkson'; shotblast cabinet, type L.D. 4 with standard and special accessories equivalent to 'Sommerfield'; gear tester with standard and special equipment equivalent to 'Parkson'. NSIC/HP/2M-3394/62.

■ Capstan lathe with standard and special equipment, equivalent to Herbert No. 2d, complete in all respects. Ref. NSIC/HP/2M-3395/62.

■ Verticle hydraulic honing machine, complete with standard equipment and electric motor; 5 head die polishing and lapping machine, complete with standard equipment and accessories; precision grinding machine for round and shaped laps; spark machine (amplifier type), with coordinate movement and all standard equipment; dial gauge attachment. Delivery at Bombay. Ref. NSIC/HP/2B-2996/62.

All above equipment for Loan 144; worldwide. Bid deadline Nov. 15. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Rotary pumps; explosion-proof electric motors; starters and remote control push button stations; petrol/kerosene engines; spare parts for Briggs & Stratton, Model 81331/80331 and AFB petrol/kerosene engines, 23; fire pumps; vertical electric motors for jet pumps. Loan 217; U.S. source. IL#A.596035/61. Ref. 65(16/62-AID(1). Bid deadline Nov. 13. Hindustan Industrial Corp., K-40, Connaught Circus, New Delhi 1. Cable: AUTOMATIC, New Delhi. ★

■ Turret floor lathe, 16" x 6', 16¼" swing over bed, 1¼" spindle hole, 1 1/16" collet capacity, underneath motor drive, back geared, belt drive to spindle, regular turret lathe equipment. Loan 217; U.S. source. IL#EI/GL/MTC/112/DLF/362. Ref. 63(48)/62-AID(1). Bid deadline Nov. 15. Machine Tools (India) Pvt., Ltd., Wimet House, Russell St., Calcutta 16. ★

■ Retread equipment, steam heated. Loan 157; U.S. source. IL#990093/DLF 157/61. Ref. 41(743)/61-AID-II. Bids invited until Nov. 20. M. G. Brothers, Shree Neelakanteswaraswamy Motor Service, Yemmiganur Post Kurnool District. ★

■ SC cigarette packing machines, 20's, 1, 7-6-7, complete with change parts and 12 months supply of spare parts, without main drive electric motor. Requires detailed specifications of machine, change parts and spare parts with quotations. Loan 157; U.S. source. IL#990683/DLF-157/61. Ref. 41(762)/62-AID-II. Bid deadline Nov. 16. The Imperial Tobacco Co. of India, Ltd., Thapar House, 124 Janapath, New Delhi.★

■ Two-head, 24-carrier, horizontal hose braiding machine, 7½" H.G. type TS/2/24/192/PIV+RP/700/700, for braiding hoses with steel wire of high tensile strength with yarn by replacing steel wire carriers by yarn carriers, complete with necessary accessories. Loan 157. U.S. source. IL#989740/DLF 157/61. Ref. 4(170)/62-AID-II. Bid deadline Nov. 15. Swastik Rubber Products, Ltd., Behind Kirkee Rly Station, Poona 3.

■ Recording controlling pyro-meters with integral combustion relays and thermo-couple assemblies; furnace components made of alloy steel, consisting of heat resisting alloy furnace chain, drive drum, idler drum, idler rollers, link belt guides; silicon carbide skid tile, 1 set. Quotations should be C & F, Bombay. Loan 157. U.S. source. IL#AU/GL/MTC/76/DLF/361. Ref. 41(783)/61-AID-II. Bid deadline Nov. 16. Steel Plant Pvt., Ltd., 205, Dr. A. Besant Rd., Worli, Bombay 18. Cable: FURNACES, Bombay, Worli.

■ Rubber mixing mill, size 22" x 60" with cored rolls, overflow nozzles and force feed lubrication, together with reduction drive, drive motor, 150 hp., 720 r.p.m., 440-volt. 3-phase, 50-cycle, and controller. Loan 157; U.S. source. Bid deadline Nov. 15. Swastik Rubber Products, Ltd., Behind Kirkee Rly Station, Poona 3.

■ High speed wire cotton and paper covering machine, complete with accessories. Should be capable of covering cables with paper, cotton wire, round or flat, ½" width. Loan 157; U.S. source. IL#989957/DLF.157/61/HQ/CG.1. Ref. 4(72)/62-AID-II. Bid deadline Nov. 20. The Delton Cable Co., 3455/3457 Delhi Gate, Delhi.

■ Capital Goods: 10" x 10" two high reversing skin pass mill, suitable for rolling of copper and brass, complete with extra heavy duty recoiler and pay off mechanism arranged for reversing operation, chain driven from mail mill motor; electrically heated batch type annealing furnaces for annealing of copper and brass strips in coils; 2, heavy duty continuously running automatic straightening and cutting off machine, suitable for cutting maximum cut-length of 12' and minimum cut-length of 2'; automatic gauge control equipment; 30" wide rotary gang slitter, complete with pay-off stand with friction brake for back tension; heavy duty type recoiler, complete with adequate capacity motorized drive. Loan 157; U.S. source. IL#989723/DLF/157/61. Ref. 41(342)/62-AID-II. Bid deadline Nov. 14. Kamani Metals & Alloys, Ltd., Agra Rd., Kurla, Bombay 70 (AS). ★

■ Needle grinding machines, 4; trunion bushing making machines, 5; trunion bushing making machines, 6; automatic nipple making machines, 2; grinding machines for cross cups, 3; surface grinders, 3; board drop forging hammer of ½ ton capacity; edge cutting machine for forged cross; bar cutter; cleaning machine of cross; tapping machines, 2; automatic bolt making, trimming, shaving and pointing machines; internal grinders, 3; centerless grinders, 2. Various hp. motors. All with standard tools and accessories. Loan 157; U.S. source. IL#990939/DLF 157/61/HQ-CGI. Ref. 41(501)/61-AID-II. Bid deadline Nov. 13. Tarasingh Harbindersingh, 190 Princess St., Bombay 2. Cable: ORGANDIES, Khar, Bombay.

■ Spiramatic production jigmil, horizontal spindle type, complete with electricals, standard and extra accessories and toolings. Quotations should be on c.i.f. basis, showing insurance and freight separately. Loan 157; U.S. source. IL#AU/GL/MTC/85/DLF/361. Ref. 2(36)/62-AID-II. Bid deadline Nov. 16. Investa Machine Tools & Engineering Co., Ltd., Clerk Rd. Pais St., Bombay 11. Cable: VESTATOOLS, Bombay. ★

■ Auto lathes, complete with extras and additional equipments, equivalent to Herbert No. 3A. Loan 144; worldwide. Ref. NSIC/HP/2M-2344/62. Bid deadline Nov. 20. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Skid mounted diamond core drill operated by diesel engine of rating 30 hp., complete with standard accessories; reciprocating type pump equipped with slurry valve for mud-water, all ceramic cylinders, with standard accessories; 'N' and 'A' drill rod with coupling in 5 ft. lengths, double tube swivel type core barrels; tungsten carbide core bits; flush coupled casing with coupling; 280 carats of industrial diamond, complete with matrix powder, required for manufacture of 25 diamond bits. Loan 157; U.S. source. IL#990032/DLF-157/61. Ref. 4(56)/62-AID-II. Bid deadline Nov. 23. Bisra Stone Lime Co., Ltd., Chartered Bank Bldgs., Calcutta 1. ★

■ Multi-duty power tool and/or planer moulders with stand, side knife grinding attachment, 10 in. diameter saw blade, 3.8 in. 3-grove V-pulley, two sets of planing blades, set of molding cutters with each machine, 30 pieces. Loan 217; U.S. source. IL#E/GL/110/DLF/362. Ref. 63(34)/62-AID(1). Bid deadline Nov. 18. Diarvi Trading Co., 64 Old Custom House Rd., Bombay 1. Cable: MANGALYAM.

Pakistan

■ Lint purifying, drying, sterilizing and lap formation machine; slicing machine with feeding mechanism and covering section, including motors; gauze knitting machines with preparatory and auxiliary equipment, motors and spare parts; packing machine to produce cardboard boxes containing each 10 towels, with automatic sticking device, including motor. Loan 194; worldwide. Credit amount, $82,000. Bid deadline Nov. 8. Abid Industries, Lloyds Bank Bldg., McLeod Rd., P.O. Box 4822, Karachi. Cable: WIREHEALD, Karachi. Copies of specifications may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15.

■ Precision tool room lathe; optical comparator; tool room band saw; surface grinder with attached optical comparator; precision live centers, radius and tangent or contour wheel dresser, Universal milling machine vise, 14" dividing head with spiral attachment for model 2-U milling machine; light pneumatic hammer for tool room work; high speed pneumatic hand grinder for small carbide burrs and mounted wheels. Selection of carbide burrs and rotary files; machine for butt welding alloy and carbon steels; automatic carbide tool grinder; measuring machine with recorder for surface finish measurement of metals, hydraulic arbor press; equipment suitable for making of steel-rule dies; die handler and manipulator; flexible shaft grinder, portable for tool room use; permanent magnet sineplate; set of salt-baths for high speed steel hardening. Loan 170; U.S. source. Bid deadline Nov. 21. Pakistan Ordnance Factories, WAH Cantonment, West Pakistan. ★

Philippines

All types of machinery for production

of coir fiber and finished coir fiber products, especially gunny bags and brushes. Direct purchase and agency. Stanfield and Associates (HK), Ltd. (manufacturer's agent), Suite 309 Saminillo Bldg., Escolta, Manila. WTD 8/13/62.

Spain

Woodworking machinery in general. Requests replies in Spanish. Establecimientos Industriales Soyma (dealer, wholesaler), Plaza de Victor Chavarri 1, Bilbao.

Taiwan

■ Refiner, conical type; air knife; disk refiner; defraker; paper slitter; smoothing press; color dyeing device. Loan 113; worldwide. Credit amount, $40,000, financed through sub-loan. Bid deadline Nov. 16. China Development Corp. on behalf of Yuen Foong Yu Paper Mfg. Co., Ltd., No. 14, Jeou Tang Village, Ta-Shu Hsiang, Kaohsiung Pref., Taiwan. Cable: CHIDELCO, Taipei. ★

■ Super jet type automatic washing and bottling machines; ventilation arrangement to cultivate malted beans, for 3,300 kg.; meter system; steamed beans cooling machine; yeast sprayer with crumbler. Expectation of financing through sub-loan under DLF Loan 113; worldwide. Credit amount, $41,000. Bid deadline Nov. 16. China Development Corp., on behalf of Ve Wong Soy Sauce & Canning Ind. Co., Ltd., Cable: CHIDELCO, Taipei. ★

United Arab Republic

Complete line of machinery for production of plywood of thickness from 3 mm. to 10 mm., capacity of about 15 cubic meters per 7 hour shift; including veneer slicer machine, electric veneer clippers, edge trimming saws, hydraulic hot glue press; specifications. ★ Gamal El Din Tantawi, Chairman and Managing Director, El-Nasr Wood Working Co. (manufacturer), Nouzha, El-Bar el Kibly, Alexandria. WTD 10/8/62.

356 General Industrial Machinery, Equipment

Bermuda

Belt driven pumps and tanks, 42 and 82 gallon pressure. LI. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

British Guiana

Tapered roller bearings. Mr. Hassan, Manager, Crawler & Wheeled Tractor Spares Co. (importer, wholesaler, retailer), 13A, Bentinck St., Georgetown.

Greece

● Centrifugal pumps, 2 horizontal shaft for cooling water turbine generator set, 2 vertical shaft for secondary cooling circuit, 2 vertical shaft for draining water. Inquiry No. DMPM-150, bid deadline Nov. 14. Proposals to Public Power Corp. 30 Chalkokondyli St. Athens. If tender awarded to U.S. firm, it will be charged against AID Procurement Authorization. ★ (WO 7-5589.)

India

■ Various types ball bearings, needle bearings and balls. Loan 157; U.S. source. IL#AU/GL/MTC/49/DLF/361. Ref. 41 (757)/61-AID-II. Bid deadline Nov. 13. Consolidated Pneumatic Tool Co. (India), Ltd., 301/302 Agra Rd., Mulund, Bombay 80. Cable: PNEUMATIC, Mulund. List. ★

Philippines

★★ Following used A-1 guaranteed equipment: scrap melting furnace, 2-ton electric 3-phase 2,400 primary volts. Philippine Machinery Parts Manufacturing Co., Inc., Vito Cruz Extension, Makati, Rizal, Manila.

361 Transmission Equipment

Pakistan

■ Distribution transformers for secondary transmission grid and distribution project. Loan 79; worldwide. Tender T-79-29. Bid deadline Nov. 13. West Pakistan Water & Power Development Authority, Lahore. Additional information and tender documents may be obtained from Miner & Miner International, Inc., P.O. Box 748, Greeley, Colo.

Philippines

Reconditioned watthour meters, 5 amp. to 50 amp., 110/220-volt, 3-wire, single-phase; all sizes distribution transformers; testers, voltmeters and ammeters. Direct purchase and agency. Philippine United Sales Co. (importing distributor), Ground Fl., Yuchengco Bldg., 490 Rosario St., Manila. WTD 5/16/57.

Thailand

■ Reinforcing wire. Loan 19; worldwide. Invitation PDC-MEA-139. Bid deadline Nov. 21. Electric wire and cable. Loan 19. worldwide; Invitation PDC-MEA-140. Bid deadline Nov. 2. Purchase & Stores Division, Metropolitan Electricity, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of invitation to bid available from Financial Counselor. Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C. ★

362 Electrical Industrial Apparatus

Netherlands

Servo and control equipment for industrial automation. Lichwerk N.V. (importer), 64 Industrieweg, Hoogeveen. WTD 9/27/62.

363 Household Appliances

Rhodesia, Nyasaland

Domestic electrical appliances. Direct purchase and agency. Radio Electrical Suppliers (Pvt.), Ltd. (importer, wholesaler, manufacturer's agent), P.O. Box 1884, Salisbury, Southern Rhodesia. WTD 10/4/62.

364 Electrical Lighting, Wiring Equipment

Philippines

Mercury vapor lamps. Direct purchase and agency. Philippine United Sales Co. (importing distributor), Ground Fl., Yuchengco Bldg., 490 Rosario St., Manila. WTD 5/16/57.

Venezuela

Electric materials for construction; requests replies in Spanish. Comercial Miranda, C. A. (importing distributor), 24-49 Carrera 22 entre Calles 24 y 25, Barquisimeto, Estado Lara. WTD 9/17/62.

365 Radio, Television Sets

Rhodesia, Nyasaland

Radios and musical goods. Direct purchase and agency. Radio Electrical Suppliers (Pvt.), Ltd. (importer, wholesaler, manufacturer's agent), P.O. Box 1884, Salisbury, Southern Rhodesia. WTD 10/4/62.

366 Communication Equipment

Indonesia

Ten teletypewriter page printers, send/receive, to CCIT recommendation, with metal cover and metal base, with 4 row Indonesian keyboard, with governor motor 110 v., a.c. mains only, 50 cs., telegraph speed 50 bands, 40 ma. single current operation, radio interference suppression, operation hour counter; with built-in answer-back unit, automatic start-step switch, reperforator attachment, transmitter distributor, plugs, sockets, tuning fork each complete with subscriber box, remote controlled for local and automatic exchange use; including spare parts, tool kit and page printer paper (coil perforator tape 11/16" wide, 7" diameter, 2" core, oiled buff. Khoe Hak Lip & Co. (commission merchant), 2 Djalan Makian, Djakarta. WTD 4/18/62.

367 Electronic Components, Accessories

Rhodesia, Nyasaland

Volume controls, printing foil and car aerials for use in manufacture of radios. Supersonic Radio Manufacturing Co. (Pvt.), Ltd. (manufacturer), P.O. Box 8096, Belmont, Bulawayo, Southern Rhodesia. WTD 10/5/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Netherlands

Electronic measuring apparatus. Lichtwerk N.V. (importer), 64 Industrieweg, Hoogeveen. WTD 9/27/62.

371 Automotive Parts

India

■ Master cycle kits, wheel cycle kits, carburetors, rebuilt; fuel pump kits, water pump kits, suspension arm kits, coil springs, bell crank kits. Loan 217. U.S. source. IL#865434/DLF/61/EI/B. Ref. 60 (345)/62-AID(1). Bid deadline Nov. 15.★ King pen sets for U.S. vehicles: Part No. 81T-3111, Ford V-8 truck; 21A-3111, Ford car; 3691111, 603386, Chevrolet; 1450740, Dodge. Loan 217. U.S. source. LI#865-426/DLF/61/EI/B. Ref. 60(260)/62-AID(1). Bid deadline Nov. 10. Conwest Pvt., Ltd., 448 Lamington Rd., Bombay 4. Cable: CONWEST, Bombay Girgaum.

■ Battery service kits, 20; valve grinders, 20; battery cell testers, 20; diesel fuel injection test benches, 4; valve refacing and testing tools, 2; brake lining, drilling, grinding, countersinking equipment, 20; connecting rod aligners, 2. Loan 157; U.S. source. IL#991468/HQ/61/CCI/CG. Ref. 41(742)/62-AID-II. Bid deadline Nov. 13. Chief Executive Officer, Andhra Pradesh State Road Transport Corp., Mushirabad, Hyderabad, A.P.

Netherlands

Automobile, truck and tractor spare parts. NV v/h van Heck & Co. (importing distributor), 54 Scheepmakershaven, Rotterdam 1. WTD 7/30/62.

Venezuela

Auto fan belts; requests replies in Spanish. Commercial Miranda, C.A. (importing distributor), 24-49 Carrera 22 entre Calles 24 y 25, Barquisimeto, Estado Lara. WTD 9/17/62.

372 Aircraft, Parts

Netherlands

Aircraft accessories for military and civil aircraft. Lichtwerk N.V. (importer), 64 Industrieweg, Hoogeveen. WTD 9/27/62.

381 Engineering, Laboratory Scientific Research Instruments, Associated Equipment

Sudan

● Water meter testing and calibrating unit, 1, suitable for testing meters scaled in metric units, consisting of calibrated tank and associated accessories. Bid deadline is Nov. 29. Bids to be addressed to Office of Controller of Stores, Atbara, Sudan. Copies of tender may be obtained from Office of Controller. Correspondence should cite Contract Number 2703.★ (WOrth 7-2775.)

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

India

Stroke counter meters; requests details, technical data, earliest delivery date and c.i.f. Indian port price quotations. The Indian Sugar & General Engineering Corp., Ltd. (importer, manufacturer), P.O. Yamunanagar, Ambala, Punjab. WTD 10/3/62.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Orthopedic apparatus, boots, braces, instruments, plaster; requests replies from manufacturers only. Aloys Hansen, Sanitaetshaus (wholesaler, retailer), 59 Schadowstr., Duesseldorf. WTD 7/25/62.

Greece

● Veterinary instruments and supplies, estimated value $60,000. Bid deadline Dec. 3. State Purchases Directorate C, 50 Socratous St., Athens.★ (WOrth 7-2934.)

Hong Kong

● Hospital equipment consisting of beds, stands, tables. Reference: Stores C/23/14/62. Bid deadline Nov. 23. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (WOrth 7-2934.)

385 Ophthalmic Goods

Mozambique

Ophthalmic goods, sun glasses, lenses, cases, frames. Jose Lopes, Lda. (importing distributor), P.O. Box 391, Beira. WTD 9/17/62.

386 Photographic Equipment, Supplies

Germany

Electrostatic photocopying machines. A.M. Zimmermann & Co. (manufacturer), 24 Freiligrathstrasse, Duesseldorf, Nord. WTD 7/17/62.

Singapore

Copying machines, dry process if possible; heat sensitive copy paper. Sheng Siong Co. (importer, exporter, wholesaler), 128 Cross St., or P.O. Box 1472, Singapore 1. WTD 9/27/62.

387 Watches, Clocks

Mozambique

Wrist watches and clocks. Jose Lopes, Lda. (importing distributor), P.O. Box 391, Beira. WTD 9/17/62.

391 Jewelry, Silverware, Plated Ware

Mozambique

Giftware, including silver cups for sports competitions. Jose Lopes, Lda. (importing distributor), P.O. Box 391, Beira. WTD 9/17/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Japan

Sewing machine needles. Wako Trade Co., Ltd. (Wako Boeki, Yugen Kaisha), (export-import trading company), Ishikawa Bldg., 2 Yurakucho 2-chome, Chiyoda-ku, Tokyo. WTD 9/1/61.

399 Miscellaneous Manufacturing Industry Products

Colombia

Dry goods, general merchandise. Leon Cybul, Importadora Leda (importer, wholesaler, retailer), Aptdo., Aéreo 120, San Andres Isla. WTD 10/2/62.

South Africa

Novelties. Direct purchase and agency. AD Products, P.O. Box 1812, Johannesburg.

509 Miscellaneous Wholesaler Products

Germany

Textile waste. Requests replies in German. Westfaelische Wasch- und Sortierwerke Otto Oberem K. G. (importer and manufacturer), Postfach 26, 484 Rheda/Westfalen, WTD 7/24/62.

Japan

Waste newspaper derived from neddle leaf tree pulp. Sogo Boeki Kaisha, Ltd. (Sogo Boeki K. K.), (import-export trading company), 1 Muro-machi 3-chome, Nihonbashi, Chuo-ku, Tokyo. WTD 12/29/61.

Saudi Arabia

Used wearing apparel, especially men's coats, trousers, overcoats, surplus army uniforms and underwear. National Laundry, Proprietor A. & E. Salman Almatrood (importer, wholesaler, owner of public service laundry). Aziziyah Street, Alkhobar. WTD 9/30/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

England

Canned foods: meats, fruits, vegetables, fish, frozen meats and fancy meats; canned foods to include consumer packs and catering packs; frozen and fancy meats to include all beef offals; requests replies from canners or processors only. Foodwell, Ltd. (commission merchant, manufacturer's agent), Battlebridge House, 87-95 Tooley St., London, S.E. 1. WTD 9/26/62.

Nigeria

Canned meats, fruits, and vegetables; rye and bourbon whiskey; bottled soft drink concentrates. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

Venezuela

Foodstuffs, particularly peas and beans, spices. Eslama, C.A. (importing distributor, agent), Aptdo. 1105, Edificio Morgrac, Calle 300, Quinta Crespo, Caracas. WTD 9/5/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Ireland

Canned fruit, dried fruit, apples and oranges. Liam O'Shea (commercial agent), Maretino, Model Farm Rd., Cork.

220 Textile Mill Products

Italy

Woolen, cotton, synthetic textiles for furnishings. Luciano Dolazza (sales agent), 38 Via Francesco Siacci, Rome.

New Zealand

Multi-colored tweed type upholstery fabrics; not plain colored frieze; clothing textiles, particularly shirting and dress fabrics; yarns and raw materials for mills manufacturing carpets and apparel fabrics. A. G. Davidson, Ltd. (manufacturer's representative), 224 Tuam St., or P.O. Box 330, Christchurch, C.1. WTD 10/3/62.

228 Knitwear

Germany

High quality knited goods for women, such as pullovers, jackets, skirts, bathing suits, lingerie, and dresses. Christian Lehmann-Bongardt (manufacturer's agent), 75 Luetzowstr., 58 Hagen. WTD 10/2/62.

234 Women's, Misses', Infants' Under Garments

Germany

High quality ladies' lingerie of batiste, wash and wear cotton, and pure silk; requests replies from manufacturers only. Marianne Finken (importing distributor), 53 Kuehlwetterstr., Duesseldorf. WTD 12/7/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Nigeria

Window frames. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

259 Miscellaneous Furniture, Fixtures

Nigeria

Venetian blinds. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. 865, Lagos. WTD 9/14/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

England

Cosmetics and toilet preparations for men and women. Exclusive agency for England and Northern Ireland. Mansfield Trading Co. (Cosmetics), Ltd. (sales agent), 135 Corn Exchange Bldg., Manchester 4, Lancs. WTD 10/2/62.

306 Fabricated Rubber Products

Nigeria

Rubber floor tiles. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

307 Miscellaneous Plastics Products

Nigeria

Plastic tiles. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

325 Structural Clay Products

Nigeria

Acoustical tile, floor tiles. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

331 Steel Mill Products

Germany

Rolled steel and tubes. Peter Lichtenberg (commission agent), 17 Jagdweg, Hangelar/Sieg. WTD 10/2/62.

Nigeria

Reinforcing rods and bars. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

344 Fabricated Structural Metal Products

Australia

Builders' supplies including stainless steel walling and spandrels; new products in this field. T. S. Nettlefold & Sons Pty., Ltd. (importing distributor, manufacturer's agent), Goliath House, 189 King St., Melbourne, C.1., Victoria.

Nigeria

Window frames. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

351 Engines, Turbines

Saudi Arabia

Diesel engines HP6-25. Bassam Muhammad al-Bassam & Co. (importing distributor), Ghazza St., Mecca. WTD 10/3/62.

352 Farm Machinery, Equipment

England

Garden equipment for use by amateur gardeners. Exclusive agency. Gibbs Farms, Ltd. (importer, wholesalers, commission merchants), Haveringland, Norwich, Norfolk. WTD 10/5/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

England

Earthmoving, construction and allied equipment, large production capacity. Parker Export (earthmoving equipment), Ltd. (manufacturer's agent), Bristol House, 20 Holborn Viaduct, London, E.C. 1. WTD 10/5/62.

Germany

Construction machinery and equipment. Peter Lichtenberg (commission agent), 17 Jagdweg, Hangelar/Sieg. WTD 10/2/62.

354 Metalworking Machinery, Equipment

Canada

Powder guns for hammering nails into concrete; pamphlet showing type of tools required.★ Canadian Fasteners CFL, Ltd. (manufacturer's agent), 10080 St. Lawrence Blvd., Montreal, Quebec. WTD 10/15/62.

Germany

Machine tools. Peter Lichtenberg (commission agent), 17 Jagdweg, Hangelar/Sieg. WTD 10/2/62.

355 Special Industry Machinery

France

Light and medium duty machinery for lumber industry, except log chain saws, such as lumber lifts, stackers, log barkers, shredders; requests replies in French. Philippe Galloy (sales agent, retailer), 211 route d'Arcachon, Gazinet, Gironde.

New Zealand

Textile machinery. A. G. Davidson, Ltd. (manufacturer's representative), 224 Tuam St., or P.O. Box 330, Christchurch, C.1. WTD 10/3/62.

Peru

Machinery for fish meal plants and stickwater plants; requests technical information, c.i.f. Peruvian port quotations; specifications.★ Exclusive agency. International Machinery Co., IMACO (importing distributor, manufacturer's agent), Jiron Lampa 560, Lima. WTD 10/16/61.

356 General Industrial Machinery, Equipment

Saudi Arabia

Water pumps, deep-well and centrifugal. Bassam Muhammad al-Bassam & Co. (importing distributor), Ghazza St., Mecca. WTD 10/3/62.

357 Office, Computing, Accounting Machines

Iraq

Bookkeeping machines, typewriters, cash registers, and other office equipment. Ghalib Al Shabibi (importer, wholesaler, retailer, agent), Bank St., Baghdad. WTD 8/15/62.

Ireland

Office equipment, particularly calculating machines. Eric N. Webb & Co., Ltd., 24/25 Lower Abbey St., Dublin 1. WTD 10/9/62.

358 Service Industry Machines

Saudi Arabia

Air conditioners. Ali Rashed Adausary (importer, retailer, wholesaler, and commission agent), P.O. Box 29, Dammam, WTD 9/30/62.

363 Household Applicances

Australia

Household electrical appliances for 240/250-volt., 50-cycle, a.c.; modern catering equipment. T. S. Nettlefold & Sons Pty., Ltd. (importing distributor, manufacturer's agent), Goliath House, 189 King St., Melbourne, C.1., Victoria.

Saudi Arabia

Refrigerators, freezers, stoves, heaters, coolers and fans. Ali Rashed Adausary (importer, retailer, wholesaler, and commission agent), P.O. Box 29, Dammam, WTD 9/30/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Nigeria

Parts and accessories (except tires, batteries and spark plugs) for cars, trucks and tractors. Exclusive agency. Alex Saunders, Sales Manager, D. A. Nigeria, Ltd. (importer, distributor, manufacturer's agent, wholesaler), 19 Martins St., P.O. Box 865, Lagos. WTD 9/14/62.

Saudi Arabia

Spare parts and accessories for standard cars, trucks and mobile equipment. Ali Rashed Adausary (importer, retailer, wholesaler, commission agent), P.O. Box 29, Dammam, WTD 9/30/62.

386 Photographic Equipment, Supplies

Ireland

Photocopying machines for office use. Eric N. Webb & Co., Ltd., 24/25 Lower Abbey St., Dublin 1. WTD 10/9/62.

Iran asks conveyor belts, stitching wire spools

The Embassy of Iran in Washington has announced that the Iranian Tobacco Monopoly would like to purchase, through sealed bids, the following items:

Dryer cotton conveyor belts, total 22,500 mm. long; 590 pieces ribbed wire glass 6 mm. thick and various sizes; and 3,000 spools stitching wire. A guarantee deposit of 10% must be made. Bids should be addressed to reach the Iranian Tobacco Monoply Institute, Teheran, Iran, by Dec. 4.

Copies of the tender documents may be obtained from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-5589.)

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industry Products

France

Cognac brandy, in glass bottles, classic and fancy (VS.O.P., "Napoleon," and other qualities, 5 years of age and older) and other categories of French brandies. Also offered for exportation wooden casks. Cognac Moullon (S.A.R.L. Bastier-Chagnaud), 10 rue Grande, Cognac, Charente. WTD 10/3/62. ★

225 Knitting Mill Products

Hong Kong

Ladies' beaded sweaters. John Tell Trading Co., 527, Man Yee Bldg., Hong Kong. WTD 11/9/61.

249 Miscellaneous Wood Products

Pakistan

Hand engraved hand carved wooden novelties. Windsor Co., P.O. Box 7261, Saddar, Karachi 3. WTD 10/16/61.

251 Household Furniture

Denmark

Baby table. Hornung Pedersen Elektro Trading A-S, 44, Ostergade, Copenhagen K. WTD 5/4/62.

Portugal

Fashionable corkwood table tops. Jose Alexandre Estrelo, Silves, P.O. Box 25. WTD 12/19/61.

264 Converted Paper, Paperboard Products

Japan

Sundry articles, such as wooden, lacquer, bamboo, glass and hardwares, table mats, stationery, Christmas and Easter decorations, toys and novelties. Miyabe & Suyetaka, Kobe Port P.O. Box 779, O.S.K. Bldg., Kaigandori, Ikutaku, Kobe. WTD 6/15/60.

281 Industrial Inorganic, Organic Chemicals

France

Sodium bichromate; hydroquinone; hexamethylene tetramine; lithopone, and related chemical products and raw materials. Roger Lafont, 12 place des Martyrs-de-la-Resistance, Bordeaux, Gironde. WTD 9/21/62.

307 Miscellaneous Plastics Products

Republic of South Africa

Plastic household ware and plastic napery. Imex Agencies, P.O. Box 3201, Cape Town. WTD 8/24/62. ★

Germany

Plastic household articles and plastic garden fences. Atlan-Werk Ludwig Sattler KG., 85 Pforzheimer Strasse, 713 Muehlacker/Wuertemburg. WTD 10/2/62. ★

323 Glass Products Made of Purchased Glass

France

Plate-glass mirrors for home decoration; modern deluxe articles, plain and fancy, all types and sizes, including classic and ornate wall-mirrors, and door-and window-mirrors. Also glass-top tables in various shapes and sizes, ranging in height from 14 to 18 in., for cocktail and apartment decoration. Miroiterie Marly Freres, 213 Cours de l'Argonne, Bordeaux, Gironde WTD 9/11/62.★

351 Engines, Turbines

Germany

Stationary gasoline engines, single cylinder, 2-stroke, air-cooled, 2-10 hp.; stationary diesel engines: single cylinder, 2-stroke, air-cooled, 6-8 hp. Hirth Motoren KG., 7141 Benningen/Neckar Kreis Ludwigsburg. WTD 4/23/62. ★

354 Metalworking Machinery, Equipment

Germany

Automatic gauges for cold-rolled strips. Maerkische Geraete Dr. Ing. J. G. Brockhaus, Plettenberg-Boeddinghausen/Westf. WTD 3/29/61.

359 Miscellaneous Machinery, Except Electrical

Belgium

Telescoping steel props used by building contractors. Adria Belge S. A. 139 Avenue Louise, Brussels. WTD 10/4/62. ★

365 Radio, Television Sets

Rhodesia, Nyasaland

Transistor portable radios, transistor car radios, and transistor phonographs. Supersonic Radio Manufacturing Co. (Pvt.), Ltd., P.O. Box 8096, Belmont, Bulawayo. WTD 10/5/62.

396 Costume Jewelry, Novelties, Buttons

Japan

Acrylic pearl buttons, polyester pearl buttons, lactoloid pearl buttons, glass buttons, perlized buttons, metal buttons, plastic buttons and shell buttons. Takaoka K. M. Co., 15 2-Chome, Uchihiranomachi, Higashi, Ku, Osaka. WTD 8/25/59.

396 Buckles

Japan

Safety belt buckles. Yasuda Motor Co., Ltd., No. 51, Tosaboridori 4-Chome, Nishiku, Osaka. WTD 1/27/54.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Emilio Jajan, representing Plantadora de Yerba Maté, S.A., Viamonte 993, Buenos Aires, interested in **export of wines and tea** from Argentina. Oct. 13 via New York for 3 weeks; c/o Statler Hotel, 33rd St. and Fifth Ave., New York, N.Y. Itinerary: New York.

Ruben Rodolfo Giunzbourg, representing Grant & Cia., Suipacha 745, Buenos Aires, interested in **sugar mill machinery and equipment.** Oct. 20 via Miami for 1 month; c/o J. and L. Engineering Co., P.O. Box 326, Jeanerette, La. Itinerary: New Orleans, St. Louis, New York, Washington.

Australia

E. A. Moore, representing Harris, Scarfe & Sandovers, Ltd., 697 Hay St., Perth, interested in **engineering, earth moving equipment agency** and requesting technical information on above. Early November via New York for 5-6 weeks; c/o Schroeder Hotel, Wisconsin Ave., Milwaukee, Wis. Itinerary: New York, Milwaukee, Racine, San Francisco.

Brazil

Euclides Carli, representing Adezite S.A.—Produtos Adesivos, Rua Tabapua 918 (Caixa Postal 297), Sao Paulo, interested in making contacts with manufacturers of **synthetic resins** and manufacturers of **adhesive tapes,** and visiting such plants. Oct. 27 via New York for 1 or 2 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: to be decided after arrival.

Germany

Gerd A. M. Kelch, representing Gerd A. M. Kelch, 110b Rockwinkler Heerstrasse, Bremen-Oberneuland, interested in importing **packing machinery** into West Germany. Oct. 23 via New York for approximately 2 weeks; c/o Heybroek c/o Geveke & Co., Inc., 10 Havers St., Elmsford, N.Y., or c/o Mrs. Marianne Garrison-Cattell, 2 Brook Trail, Croton-on-Hudson, N.Y. Itinerary: New York, North Arlington, N.J., Cincinnati, Chicago, Milwaukee, Sheboygan, Toledo.

Hong Kong

Lorenzo Lo, Assistant Executive Secretary, Honk Kong Tourist Assn. (HKTA), Caroline Manisons, Causeway Bay, Hong Kong, interested in promoting **image of Hong Kong** to prospective American tourists. Oct. 3 via New York for 1 month; c/o Hong Kong Tourist Assn., 501 Madison Ave., New York 22, N.Y. (Oct. 3-8), Sheraton Hotel, Dallas (Oct. 8-30). Itinerary: New York, Dallas, San Francisco.

Japan

Kenichi Umeda, representing Keihanshin Kyuko Railway Co., Ltd., Osaka, Katuta-cho, Kita Ku, Osaka, interested in purchase or lease of some of material now on exhibit at "Century 21" exhibit, International Trade Fair, Seattle. Oct. 18 via Seattle for 2 weeks; c/o U.S. Department of Commerce Field Office, 809 Federal Office Bldg., 909 First Ave., Seattle 4, Washington. Itinerary: Seattle, New York, Washington.

Pakistan

H. J. Rehmani and Miss Rehmani, representing Acme, Ltd., 2 West Wharf Rd., Karachi, interested in contacting U.S.

manufacturers of **machinery** of all kinds, in general, and **electrical mechanical, mining and workshop,** in particular, and requesting technical information on aforementioned and on **electric motor, cable, and wire switch gear transformers, pumps and pumping sets, compressor and garage equipment and workshop tools.** Oct. 10 via New York for 1 month; c/o Habag Corp., 25 Broad St., New York 4, N.Y. Itinerary: New York, Washington, Chicago, Detroit, St. Louis, San Francisco, Los Angeles.

Riazuddin Ahmad, representing Park Chemical Supplies, Ltd., P.O. Box 460, Bank Square, Lahore, interested in **chemicals, blood serums, bacteriological supplies** including culture media, diagostic reagents, analytical instruments. Oct. 28 via New York for 16 weeks; c/o The Perkin-Elmer Corp., Norwalk, Conn. Itinerary: Detroit, Boston, Philadelphia, Miami, Washington, New York, Norwalk, Chicago.

Gulam Mohammad Adamji, representing Fecto, Ltd., 1 Wiseghat Rd., Dacca 1, interested in obtaining U.S. financial participation for manufacturing **electronic goods, air-conditioners, refrigerators, polyethylene sheets, dyes and chemicals;** buying U.S. Government surplus stores of **iron and steel scraps and vehicles;** and buying and obtaining U.S. agency for **radio components and industrial machinery.** First week of November via New York for 1 month; c/o Amerex Trading Corp., 444 Fifth Ave., New York 18, N.Y. Itinerary: New York, Washington, Buffalo, Chicago, Vancouver, Seattle, San Francisco, Los Angeles.

Republic of South Africa

W. R. Keightley, representing AD Products, P.O. Box 1812, Johannesburg, (Africa subsidiary of S.A. Magazine Co., Pty., Ltd.) interested in contacting U.S. supplier on purchase or agency basis, of **publications and novelties.** From Oct. 22 to Nov. 17: Bedford Hotel, 118 E. 40th St., New York 16, N.Y.

D. H. F. Harris, representing National Trading Co., Ltd., P.O. Box 2762, Johannesburg, interested in acquiring sources of **supplies and equipment for industry, mines, building trade, engineering plants, foundries, agricultural consumers and public authorities.** Nov. 1, via San Francisco for 14 days; c/o A. G. Fleming, Suite 1636, Russ Bldg., 235 Montgomery St., San Francisco (Nov. 1-7); c/o Phillips Drill Co., Export Department, 36 S. Dearborn St., Chicago (Nov. 8-12); c/o Fred A. Scheck, 300 Park Ave., New York (Nov. 15-19). Itinerary: San Francisco, Chicago, New York.

Sweden

Ove Torsslow, representing AB Adeceka, Fabriksvagen 2, Solna, interested in contacting manufacturers of **cosmetics** of all kinds. End of October via New York for 2 weeks; c/o The Swedish Chamber of Commerce of the U.S.A., 8 E. 69th St., New York 21, N.Y. Itinerary: New York.

Tunisia

Haim Guez, representing his private organization, 41 rue des Maltais, Tunis, interested in importing **textile goods** (principally cotton and rayon) and requesting technical information regarding manufacturing and processing of textiles. Oct. 20 via New York for 3 or 4 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Greensboro; others.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

ARGENTINA—Chemical company, Indústrias Químicas Argentinas Duperial, San Lorenzo, affiliate of I.C.I., to construct **polyethylene plant** with 10,000 metric ton capacity as part of its expansion program.

AUSTRALIA—Queensland State Government announced tenders would be called soon to convert Cairns Harbor to **bulk sugar port.** Expected cost of construction of bulk loading sugar terminal is $6.75 million. Supervision will be by Cairns Harbor Board and Queensland Department of Harbors and Marine. Principal engineering consultant is Macdonald, Wagner & Priddle, of Young St., Sydney, N.S.W., with Colonial Sugar Refining Co. as consultant for electrical and mechanical equipment. Expected that 5 or 6 tenders to be called for various parts of project, with first to be announced in about 90 days. Firms wishing to be put on mailing list to receive notice of tenders should write directly to Cairns Harbor Board, Cairns, North Queensland, Australia.

CEYLON—Development Division of Ministry of Industries preparing worldwide tenders for construction of **nitrogenous fertilizer plant** with annual capacity of 300,000 tons of ammonium sulphate. Cost estimated at 137 million rupees. West German expert made feasibility study of project. Preparation of tenders expected to take at least 6 months.

EGYPT—Tender expected to be announced soon for 250,000-acre **land reclamation project** near Port Said, probably covering both engineering study and construction. Cost estimated at £50 million. U.S. companies may indicate interest and qualifications to Engineer Mohammed Abdul Rakib Nasr, Chairman of General Egyptian Organization for Land Development, Mogamma Bldg., Dokki, Cairo, Egypt.

LEBANON—Second phase of third **Basin Project of Port of Beirut** scheduled for completion by 1966. It includes construction of 1,000 ton marine shipway, large refrigerated storage plant, 35,000 ton silo, and passenger salon. Contact Executive Council of Major Projects, Corniche Mazraa, Kanafani Bldg., Beirut, Lebanon.

MEXICO—Municipality of Guadalajara to build $800,000 **slaughterhouse,** and desires information on planning and equipment. Interested U.S. firms may send such information to A. B. Horn, Jr., Consul General, U.S. Consulate General, Guadalajara, Mexico, for forwarding to municipality officials.

NIGERIA—Ministry of Trade has furnished list of industrial projects under construction or planned in northern Nigeria. It includes **toiletries, hosiery, matches, textiles** and other products. Copy of list available. ★

Three **textile projects** slated for Kaduna. Agreement near to build mill including spinning (12,000 spindles), weaving (300 looms), and bleaching operations, with estimated annual production of 8.4 million square yards of bleached sheeting. The £1.5 million investment will come from Japanese and Nigerian sources, with equipment from Japan.

Spinning mill, to be known as Norspin, Ltd., will contain 20,000 spindles and produce over 5 million pounds of yarn annually. Principals in £1.5 million mill are United Africa Co., English Sewing Cotton Co., and Dunlop Rubber Co.

New plant will produce gauze, surgical lints, adhesive plasters and other medical cotton products. Operators of £250,000 plant will be Smith & Nephew (Nigeria), Ltd., subsidiary of British firm.

PAKISTAN—Pakistan Industrial Credit & Investment Corp., Ltd., has made loans to 10 companies for **expansion and construction projects,** including manufacture of transmission and conveyor belting, machinery to produce electric appliances, cigarettes and textiles, cattle feed supplement plant and modern dairy. List of borrowers and brief description of projects available. ★

Harbor construction bids called for by Ceylon

Ceylon has invited bids for construction, completion and maintenance of the proposed harbor at Kankesanturai, Ceylon, about 256 miles north of Colombo.

U.S. firms interested in obtaining tender documents may remit $105 to the Engineering Corp., 48 Sri Jinaratana Rd. Colombo 2.

Bid forms, drawings and material requirements may be examined at the Building Materials and Construction Industries Division, BDSA, Room 4002, U.S. Department of Commerce, Washington 25, D.C.

Bid deadline is Dec. 31.

RAW WOOL SUPPLIES

Carryover raw wool stocks in the 5 major exporting countries at the start of the 1962-63 season (July 1 except in Argentina and Uruguay where the season begins October 1) are estimated to be below average but at about the same level as the previous season.

Ultrasonic flaw detector bids invited by India

Bids have been invited for a self-contained, portable ultrasonic flaw detecting unit for non-destructive testing of aircraft structures, consisting of an assortment of transducer probes, plastic wedges and other accessories, plus a wall thickness meter capable of indicating in the 4 to 60 mm. range.

Bid deadline is Nov. 23. Bids should be sent to the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tenders and specifications may be obtained free of cost. Requests should cite tender enquiry SE-573.

Aerial survey scheduled by Togolese Government

Under an agreement signed between the UN Special Fund and the Togolese Government on August 21, the UN has agreed to finance a $1,746,750 hydrological and geological study of portions of Togo by means of an aerial survey. Information on the survey and bid procedure may be obtained from Arthur Goldschmidt, Director for Special Fund Activities, Bureau of Technical Assistance Operations, UN Headquarters, New York, N.Y.

Mozambique to construct culverts, small bridges

Bids have been called for by the Public Works Minister of Mozambique for construction of culverts and 2 small bridges along the highway section between Maxixe and Inchope. Approximate total value of the project is expected to amount to $3.5 million.

All bids must be submitted in Portuguese and in a sealed envelope by 3 p.m. Dec. 4 to the Secretaria, Direccao dos Servicos de Obras Publicas e Transportes de Mocambique, Lourenco Marques, Mozambique, with a qualifying deposit.

Bid forms, specification data, bidding terms and conditions with attached drawings may be examined during office hours at the following agencies:

Direccao Geral de Obras Publicas e Communicacoes, Ministerio do Ultramar, Praca Principe Real, 13 Lisbon, Portugal.

Secretaria, Direccao dos Servicos de Obras Publicas e Transportes de Mocambique, Lourenco Marques, Mozambique.

Tender documents are available in 11 volumes costing $155, of which $58.56 is for drawings and calculations, and $96.45 is for bid terms and conditions and specifications data. These prices do not include the cost of airmail or ordinary postage.

Papers may be purchased from the Brigada de Pontes (Bridge Construction Task Force), Mozambique Department of Public Works and Transports, Lourenco Marques, Mozambique.

Government office building to be built in Australia

The Department of Public Works, Sydney, Australia, invites bids for erection of a New South Wales State Government office building in Sydney.

Copies of plans and specifications are available from the Department of Public Works, P.O. Box 44, G.P.O., Sydney, N.S.W., Australia (DPW). Bid deadline is Nov. 5.

Indian state government seeks turbo-generators

The Government of Andhra Pradesh requests bids for supply and erection of turbo-generators and ancillary equipment for the Kothagudem thermal power station. Bid deadline is Jan. 21, 1963.

Specifications may be obtained from the Superintending Engineer, Technical/Electrical, Government of Andhra Pradesh, 10.2.3 A.C. Guards, Hyderabad 4, Andhra Pradesh.

Interested firms may remit $31.50 for specifications, plus a bank commission of 21 cents and $9 for air mail through their bank to the Reserve Bank of India.

Display center in Hamburg available for exhibitions

A privately owned and operated building products display center seeks U.S. manufacturers who desire exhibit space in Hamburg.

Hamburg's Bauzentrum features many construction materials including wood, metal, glass, and plastic. It has displayed air-conditioning, ventilating, insulating, and heating units.

Furniture, textiles, and floor coverings used in interior decorating are also on view as well as plumbing fixtures and kitchen fixtures and appliances.

Further information about the permanent building exhibit may be obtained from the Building Materials and Construction Industries Division, Room 4002, U.S. Department of Commerce, Washington 25, D.C., or by direct communication with Gerhard Gruetzmacher, Esplanade 6A, Hamburg, W. Germany.

Iraq Government requests sanitary fixed fittings

The Iraqi Ports Administration, Basra, is inviting bids until Nov. 8 for the supply of sanitary fittings, in accordance with terms and specifications of tender no. 150/62.

This tender may be obtained from the Purchase and Tender Office of the Iraqi Ports Administration in Basra for $2.80 (1 dinar). The Ports Administration will send the tender documents to the U.S. free of postal charges.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated September unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Automotive Product Manufacturers—Japan.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers and Manufacturers—Brazil.

Fruit and Nut Importers, Dealers and Exporters—Spain.

Hardware Importers and Dealers—Greece, August.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Honduras.

Office Supply and Equipment, Stationery and Paper Importers and Dealers—Belgium, August.

New Books and Reports

Nigeria Handbook of Commerce and Industry. Nigerian Federal Ministry of Commerce and Industry. Lagos. 1962. 408 pages. $6.

A new edition of the Handbook has just been issued to coincide with the Nigerian International Trade Fair which will be held in Lagos from October 27 to November 18. The new publication is larger and more comprehensive than previous editions. It contains extensive information on Nigerian foreign trade, customs tariffs, import licensing requirements, exchange controls, living conditions, industrial development, transportation, public utilities, and a wealth of other information on the economy of the country.

The new Handbook is in a loose-leaf plastic binder which can be kept up-to-date by the addition of regular amendment sheets provided by the publisher. A set of maps showing the streets of the major cities and the locations of principal industries, mineral and agricultural products, and the country's transportation system, is in a detachable supplement.

The Handbook may be obtained from the Vice-Consul (Commercial), Trade and Investment Division, Nigerian Consulate-General, 575 Lexington Avenue, New York 22, N.Y. The purchase price includes the amendment sheets for 2 years.—D.G.

Overseas Investment Handbook 1962-1963. Published by the Noyes Development Corporation. Pearl River, New York. 1962. 133 pp. $12.

A summary of the major factors affecting the investment climate in 105 countries, it is designed as a reference work which can save valuable executive time by collecting all of the significant investment data concerning these countries into a single volume.

The book contains information on incentives and benefits offered to new investors, corporate income taxation, remittance of profits, repatriation of capital and what industries are desired.

Also listed are 280 organizations that will supply information on investment conditions in their various countries; 50 international economic development organizations; the names and addresses of the 140 largest banks outside the U.S.; countries with which the U.S. has treaties for the avoidance of double taxation; and countries for which U.S. Government investment guarantees are available.

The Noyes Development Corporation also publishes the International Who's Who ($22), The Europa Year Book (2 vol: $44), and several guides to the chemical industries in various parts of the world.

These publications can be ordered from the Noyes Development Corporation, Post Office Drawer 900, 315 North Middletown Road, Pearl River, New York.

Ports of the World, Sixth edition. Published by the Insurance Company of North America. Philadelphia. 44pp.

Lists the discharge facilities, labor and handling arrangements, delay and congestion problems, pilferage and damage experience, and climate conditions in the world's 125 leading ports.

The booklet also compares the principal causes of losses, and its findings indicate a slight upward trend in preventable losses, largely due to a sharp increase in handling and stowage damage. Air cargo, cargo shipping containers, and various means of hazard protection are also covered.

Abstracted Swiss Patents: Third Issue. Published by the Office of Technical Services, U.S. Department of Commerce. Washington, 1962. 175 pp. $3.

More than 350 Swiss patents are digested in the third issue of Abstracted Swiss Patents just published by the Department of Commerce's Office of Technical Services.

Patents abstracted in this 175-page issue range from a buttonhole sewing device to a new type electric grill. Each abstract gives a brief description of the device or process, together with data on its class, application date, publication date, when the patent was granted, and the inventor and owner of the patent.

Complete copies of the patents themselves can be obtained (in the original language only) from the Commissioner of Patents, U.S. Department of Commerce, Washington 25, D.C., at 30 cents per page. Since patents vary in number of pages, price quotations for individual patents will be furnished on request by the Commissioner of Patents.

The third issue of Abstracted Swiss Patents may be ordered from OTS, U.S. Department of Commerce, Washington 25, D.C., order No. 62-11028, price $3.

World Trade Information Service. U.S. Department of Commerce. Washington, 1962.

The following reports in the WTIS series are now available from the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

Establishing a Business in France. Part 1, No. 62-68. 11pp. 15 cents.

Establishing a Business and Investing in the Netherlands Antilles. Part 1, No. 62-69. 14pp. 15 cents.

Analysis of Bulgarian Foreign Trade: 1920-60. Part 1, No. 62-70. 5pp. 15 cents.

Import Tariff System of Haiti. Part 2, No. 62-48. 2pp. 10 cents.

Import Tariff System of the Dominican Republic. Part 2, No. 62-49. 2pp. 10 cents.

Import Tariff System of Denmark. Part 2, No. 62-51. 2pp. 10 cents.

Import Tariff System of Viet-Nam. Part 2, No. 62-52. 2pp. 10 cents.

Licensing and Exchange Controls . . . Portugal. Part 2, No. 62-53. 2pp. 10 cents.

Trade of the United States with Africa: years, 1959-61, and half years, July-December, 1960-61. Part 3, No. 62-27. 4pp. 20 cents.

The following recently published items are also available from the Superintendent of Documents:

U.S. Exports of Domestic and Foreign Merchandise: Commodity by Country of Destination, July 1962 (FT410-PartII). Department of Commerce. October, 1962. 132pp. 60 cents.

U.S. Exports of Domestic and Foreign Merchandise: Country of Destination by Subgroup, July 1962 (FT420). Department of Commerce. October, 1962. 61pp. 35 cents.

The following trade mission reports are now available from the Trade Missions Bureau, Bureau of International Business Operations, U.S. Department of Commerce:

Business in Africa. Report of the U.S. Trade Development Mission to 5 Middle African Republics. 28pp. 25 cents.

Doing Business in Cyprus and Israel. Report of the U.S. Trade and Investment Development Mission to Israel and Cyprus. 31pp. 25 cents.

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Calendar *for international traders*

October

28-Nov. 2—Dairy Industries Exposition, **Atlantic City, N.J.** Sponsor: Dairy Society International.

29—National Defense Transportation Assn. Convention, Sheraton Palace, **San Francisco, Cal.**

29-31—49th Annual National Foreign Trade Convention, Waldorf-Astoria, **New York, N.Y.** Sponsor: National Foreign Trade Council. Commerce Speaker: Luther H. Hodges, Secretary of Commerce.

29-Nov. 2—World Metal Show and National Metal Congress, New York Coliseum, **New York, N.Y.**

30—Export Trade Workshop (opening session of 6-weeks course). **Minneapolis, Minn.** Sponsors: Minnesota World Trade Assn.; U.S. Department of Commerce; Small Business Administration; Minnesota Dept. of Business Development; St. Paul Chamber of Commerce; Minneapolis Chamber of Commerce; and Upper Midwest Export Expansion Council.

30—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Denver, Colo.** Sponsor: U.S. Department of Commerce

31—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**San Francisco, Cal.**

November

1—Technical Education Seminar of the World Trade Council, **Pittsburgh, Pa.** Sponsor: Chamber of Commerce of Greater Pittsburgh.

1—Convention of the Cleveland Paint, Varnish and Lacquer Assn., **Cleveland, O.** Speaker: Walter Buchdahl. Topic: Common Market.

5—Seminar on Foreign Credit and Political Risk Insurance of Foreign Credit Insurance Assn. and Export-Import Bank of Washington, **New Orleans, La.** Sponsors: New Orleans and Louisiana Chapters of Marine Underwriters, Inc.; Louisiana-Mississippi Regional Export Expansion Council; U.S. Department of Commerce.

7—Milwaukee World Trade Club Dinner, **Milwaukee, Wisconsin** Speaker: Draper Daniels, National Export Expansion Coordinator.

8—International Trade Workshop and Luncheon, **Lubbock, Texas.** Sponsor: Lubbock Chamber of Commerce.

9—International Trade Workshop, **Wichita Falls, Texas.** Sponsor: Wichita Falls Chamber of Commerce.

12—Luncheon Meeting of Dental Manufacturers and Dealers Assn. of America, **Chicago, Ill.** Subject: "The Common Market."

13—Utah Export Expansion Day Conference, **Salt Lake City, Utah.** Sponsor: College of Business, University of Utah.

13—Export Trade Conference, **Baltimore, Md.** Sponsors: Maryland Port Authority and Chamber of Commerce and Industry and City of Baltimore.

13—National Electrical Manufacturers' Assn.-Insulating Materials Division. Shoreham Hotel, **Washington, D.C.** Speaker: Jack N. Behrman, Asst. Secretary of Commerce for International Affairs.

14—Minnesota World Trade Assn. regular monthly dinner meeting. Minneapolis Athletic Club. **Minneapolis, Minn.**

14—Profits in Export Conference, Arlington Hotel, **Binghamton, N.Y.** Sponsors: Chambers of Commerce, of Binghamton, Elmira, Endicott, Johnson City, Ithaca, Norwich; U.S. Department of Commerce, Small Business Administration, New York State Department of Commerce.

20—Monthly Luncheon Meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Topic: "The Common Market".

30-1—North Carolina Statewide Workshop. **Chapel Hill, N.C.** Speakers: Henry G. Sheehy, President, Foreign Credit Insurance Assn. and James Bush, Director, Export-Import Bank.

December

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

January

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

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International Trade Fairs are among the many services sponsored by the United States Department of Commerce to help businessmen take advantage of growing overseas markets. U.S. products exhibited at these trade shows have been seen—and bought—by more than 80 million people in 39 countries.

Example: Almost a million dollars worth of earth-moving equipment was sold at a single U.S. Trade Fair—at New Delhi, India.

To find out how you can get your share of world markets by exhibiting at a U.S. Trade Fair, contact the U.S. Department of Commerce—field offices in 34 major cities.

BUILD YOUR BUSINESS BY BUILDING AMERICA'S EXPORTS